

# The NATIONAL UNDERWRITER

## BONDED SIGNATURE CARDS

This is one of the many advantages the Western Surety Company offers an agent. It's a copy-right feature originated by the Western Surety as a pocket guard against embarrassment.

- It is intended for the personal use of active people who travel considerably.
- This card is available only through Western Surety Company agents at a nominal premium.
- The Bonded Signature Card is not freely available, but there are many people in every town who warrant this coverage.

## WESTERN SURETY COMPANY

SIOUX FALLS, SOUTH DAKOTA ★ CHICAGO, 175 W. JACKSON

*Licensed in*

California • Illinois • Indiana • Iowa • Kansas • Michigan  
Minnesota • Missouri • Montana • Nebraska • Ohio  
Oklahoma • North Dakota • South Dakota • Wisconsin

ONE OF AMERICA'S OLDEST BONDING COMPANIES  
NOW IN ITS 44th YEAR



THURSDAY, FEBRUARY 10, 1944

**"I Give You,  
Mein Fuehrer,  
\$350,000,000 in  
American Property!"**

It makes Hitler happy, this destruction in America *by Americans*—over \$350,000,000 worth in 1943! War-precious American property—vital factories and equally essential homes, wiped out by *fire*, the sabotage of carelessness, reducing our invasion power and slowing the drive to victory.

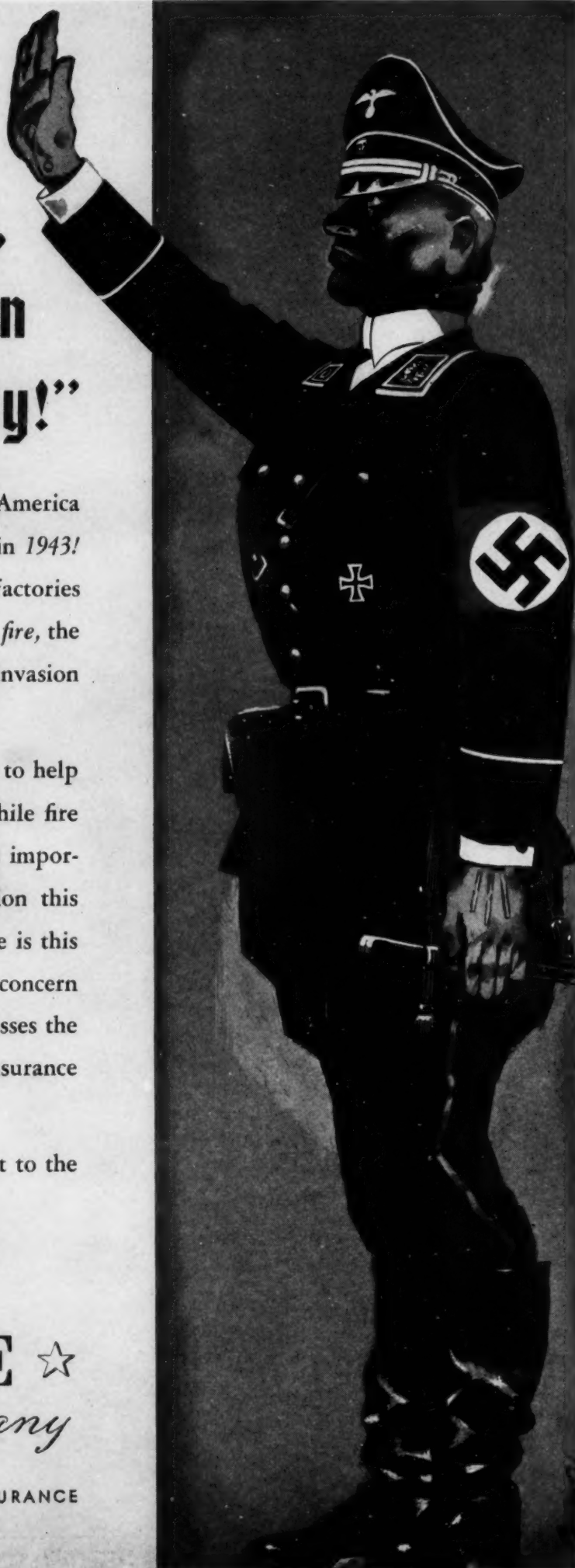
But that was 1943. Now it's up to *you* to help defeat fire this crucial year, 1944. For, while fire prevention is *always* important, it is *extra* important now, for conscientious fire prevention this year will help shorten the war. And there is this final reason to make fire prevention your concern—over a period of time the smaller the losses the less the property owner will pay for his insurance protection.

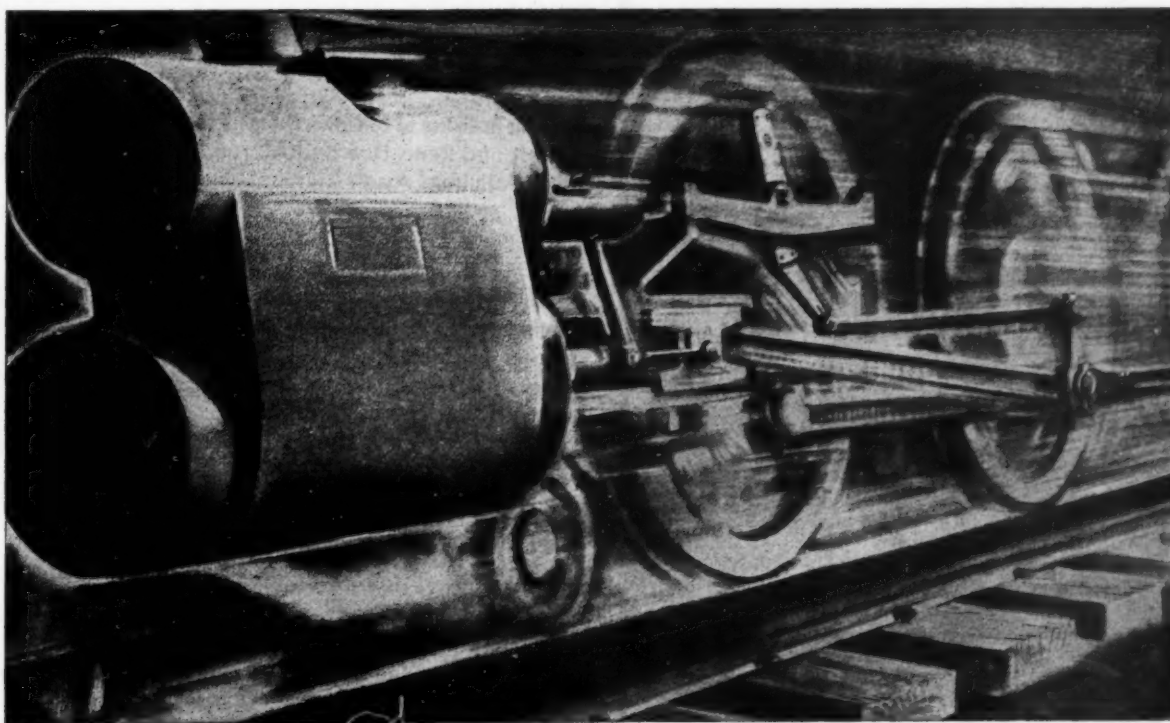
*This year, let's not give aid and comfort to the enemy—*

Let's be *extra* careful about fires!

☆ **THE HOME** ☆  
*Insurance Company*  
**NEW YORK**

FIRE • AUTOMOBILE • MARINE INSURANCE





Fire Insurance is a **FORCE** that helps us all to protect what we have and to plan ahead with confidence



**A FIELDMAN HELPS:**

*Condition:* Several risks—one owner—different agents—different policies—different expiration dates.

*Remedy:* Why not write all under a schedule form? Done.

*Results:* One agent—one policy—premium savings through term insurance—systematic collections—less work for all.

National Fire Group Fieldmen give personal help to our agents every day, every week, everywhere year after year.

Americans have worked and fought with all their might for progress. When the war ends, American homes and business will continue this progress. Fire insurance helps industry and individuals hold the progress they have already made, and plan ahead with confidence, knowing that destruction by fire need not mean disaster. Be sure that adequate insurance enables your policyholders to maintain their progress and plan ahead.



## THE NATIONAL FIRE GROUP

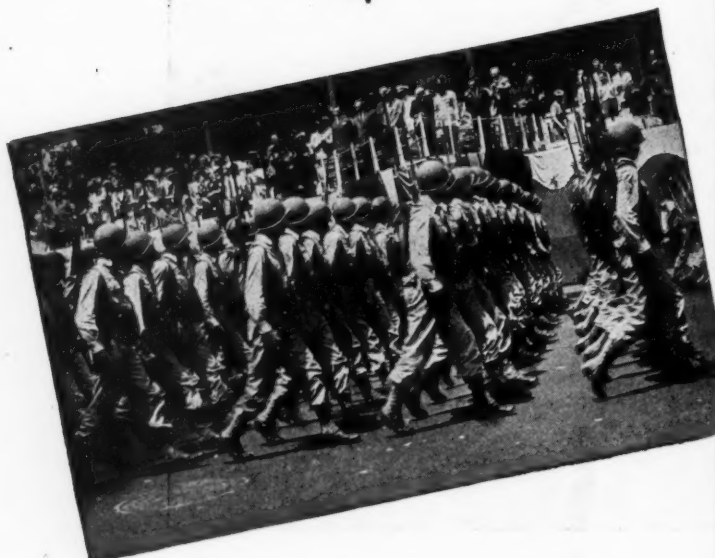
NATIONAL FIRE INSURANCE COMPANY OF HARTFORD  
FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK

MECHANICS & TRADERS INSURANCE COMPANY  
TRANSCONTINENTAL INSURANCE COMPANY

HOME AND ADMINISTRATIVE OFFICES: HARTFORD, CONNECTICUT  
WESTERN DEPT. 175 WEST JACKSON BLVD., CHICAGO • PACIFIC DEPT. 234 BUSH ST., SAN FRANCISCO



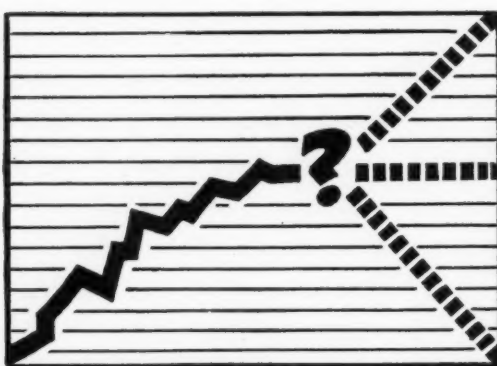
# VICTORY FIRST!



## Then, what's ahead for Business?

**W**HEN victory comes and relief lifts the hearts of all mankind, the world must still face the job of doing business without the stimulus of war-time expenditure. Who knows what's ahead for business then?

The insurance agent's first responsibility is to provide security. He does not know whether the curve of business will be up or down during the transition from war to peace. Consequently, he feels now, more than



ever, his obligation to offer protection only in time-tested companies of unquestionable strength. The Globe is such a company, with an experienced personnel responsive to the changing problems of producers.

Our financial statement as of December 31st, 1943 is presented for your inspection. We take this opportunity to express appreciation to our producers and members of our staff whose combined efforts have made these results possible.

**BACK THE ATTACK  
BUY WAR BONDS**



# GLOBE INDEMNITY COMPANY

150 WILLIAM STREET • NEW YORK, N. Y.

A STOCK COMPANY ORGANIZED UNDER THE LAWS OF THE STATE OF NEW YORK

### Financial Statement—December 31, 1943

ASSETS	
Cash in Banks.....	\$ 2,229,251.74
United States Government Bonds.....	29,042,607.69
Other Bonds.....	2,742,952.88
Preferred Stocks.....	3,036,742.00
Common Stocks.....	6,995,832.00
Real Estate.....	460,000.00
Premiums in Course of Collection not more than 3 months due.....	3,183,375.11
Interest and Rents Due and Accrued.....	156,301.98
Other Admitted Assets.....	725,156.98
<b>TOTAL ADMITTED ASSETS.....</b>	<b>\$48,572,220.38</b>

LIABILITIES	
Reserve for Claims and Claim Expenses.....	\$15,551,420.96
Reserve for Unearned Premiums.....	7,781,828.78
Reserve for Commissions on Uncollected Premiums.....	564,443.38
Reserve for Taxes.....	1,840,000.00
Reserve for Accounts Payable.....	385,000.00
	<b>\$26,122,693.12</b>

Voluntary Reserve for Contingencies including fluctuation in Market Value of Securities..... **9,949,527.26**

**CAPITAL..... \$ 2,500,000.00**  
**SURPLUS..... 10,000,000.00** **12,500,000.00**

**\$48,572,220.38**

**SURPLUS TO POLICYHOLDERS \$12,500,000.00**

Securities carried at \$807,377.56 in the above statement are deposited as required by law. Bonds and Stocks valued on New York Insurance Department's basis. On the basis of December 31, 1943 market quotations for all bonds and stocks owned, the total admitted assets would be increased to \$50,285,063.81 and the voluntary reserve for contingencies, including fluctuation in market value of securities to \$11,662,370.69.

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## Ex-Service Men Are Returning to Insurance Jobs

**Almost All Former  
Employees Are Coming  
Back These Days**

NEW YORK—Company executives, particularly personnel officers, are much interested in the high percentage of ex-service men who come back for their old jobs on being discharged. Inquiries showed that every former employee known to have been discharged has returned to his former company.

While the number of such cases is still much too small to constitute more than a straw in the wind, the companies are watching the records with interest, for it is important to know how many of their former people they can probably count on getting back. Guessing right on this point has a bearing not only on postwar planning but in some cases on current organization problems as well.

### Would Have Wide Range of Choice

A point that may be significant about the unanimity with which ex-service men are returning to their old jobs is that now, if ever, they could write their own tickets in other lines of work in which they might conceivably be more interested than insurance. Not only is there the widely publicized manpower shortage but employers are falling over themselves to get men who are draft-proof.

In view of this, it seems likely that when the war's end releases men wholesale and there is no longer a dearth of employable males in civilian enterprises the insurance companies will not have to worry too much for fear that glamorous new projects will lure their former employees away to any great extent.

At variance with this record of consistent return to the fold are some of the statements made by men still in service when they come back to the home offices on leave. Quite a few of these men tell their friends that when the war is over they are going into aviation or some other activity in which they have acquired skill during the war. But the practical difficulties in the way of large-scale expansion of aviation and similarly seductive enterprises may dissuade many young men who are interested in financial return and steadiness of work more than blazing new trails in industry.

According to some employment agencies here, there is interest in an insurance career on the part of some of the army officers who have been returned to civilian status as the result of cutting down the large scale aviation training program. This development is so new that it is too early to tell whether it will amount to anything in easing the personnel shortage.

## WILL BE CHALLENGE

Many of the former insurance employees who come back will constitute both an opportunity and a challenge to management. Many will have been educated, broadened, conditioned to re-

## Fla., N. M., Colo. OK New Policy

NEW YORK—Florida has approved the 1943 New York standard fire policy for use as of March 1 and Colorado and New Mexico have approved it for use as of April 1. In Colorado it will be necessary for individual companies to file with the commissioner a copy of the policy. In other states a filing by the National Board on behalf of its member companies has sufficed to meet departmental requirements.

This means that of the states in which the form of policy is not prescribed by statute only Indiana and Arkansas have not yet definitely arranged for the use of the 1943 New York standard.

### DIFFERENCE IN INDIANA

INDIANAPOLIS—Relating to the prospective approval of the use of the 1943 New York standard fire policy in Indiana, Commissioner Viehmann has been asked if it might not be possible to have the time in which suit can be brought under such policy in Indiana made to conform with the provision of one year in the New York contract. Mr. Viehmann explains that the three-year requirement in Indiana is a matter of law and, so, is beyond the border of his authority and, however willing he might be to arrange for this uniformity, he cannot do so. Companies are being advised, however, that they may make the filing of the policies already printed with the one-year suit clause and they will be accepted. It is suggested that, in new printings this deviation from the Indiana statutory provision be taken into account.

From both stock and mutual company interests have been received letters of suggestion as relating to various points of non-conformity but it is not anticipated that any difficulty will be encountered to prevent the authorization for use of the New York policy in Indiana.

sponsibilities, made more adept at getting along with their fellow-men and in general matured far more rapidly than if they had put in a like number of years at the old job.

These men should be a group that any company would be glad to get. Yet many of them who were earning from \$90 to \$125 a month with their companies and then worked themselves up in the army to lieutenant or captain are not going to be satisfied to come back to the same jobs they left behind unless they can see that the company has a plan for development into which they can fit themselves and get where they want to go.

### Clerical Help Situation

The current employment situation here is pretty static as respects clerical help. There is no immediate prospect of its getting either better or worse. Insurance companies had no luck whatever in getting girls from the February high school graduations here. War industries are starting inexperienced girls at \$25 a week and insurance companies can't compete with that scale.

One company sent out letters to 500 prospective high school graduates and received not a single reply. Others have written to high school principals with similarly discouraging results. At the same time, the war industries are not taking so many employees from home offices as formerly. Turnover has improved considerably, but companies are still short-handed. Cooperation among departments, shifting personnel to over-worked offices from spots where work is less urgent, has worked out well.

The outlook is not so reassuring

## Dineen Warns Agents Against Commingling Funds

NEW YORK—Because so many recent violations by brokers and agents were found to have stemmed from unauthorized commingling of companies' or clients' funds with the personal funds of the offender, Superintendent Dineen of New York has issued a warning that such commingling, without the express consent of the principal is a violation of section 125 of the insurance law, adopted in 1940, and will be dealt with as more than a mere technical violation.

Many of those charged with improprieties contended that they did not know that commingling of funds in the absence of express consent of the principal is forbidden, he said. While there are many cases where failure to observe the prohibition against commingling has caused no loss to the public or to the companies and while in such cases it is sometimes said that the violation is purely technical, Mr. Dineen made it clear that the department will not be able to regard such violations, whatever the circumstances, as being purely technical, particularly where the violation is complicated by other irregularities. He warned that violation of this provision of the statute, as well as of any other, will be taken into account in meting out disciplinary action.

### Stresses Public's Confidence

Emphasizing the extraordinary degree of public confidence which the insurance business enjoys, Mr. Dineen said that this has been due in no small measure to the high standard of business morality of the producers and that in prohibiting commingling the legislature merely wrote into the law the trust relationship of producer and public, implementing this pronouncement with simple requirements that are not only in the public interest but in the interest of the agents and brokers themselves.

Mr. Dineen said there is no disposition on the department's part to impose burdensome and needless regulations on producers but that section 125 is as definitely a part of the law as other sections, such as those requiring companies to carry adequate reserves and prohibit rebating and that under the circumstances the department has no alternative but to insist on the prohibition against unauthorized commingling being conscientiously observed.

among the younger executives men up to 38 who have had 10 to 15 years of experience. Many of them are already in the service, quite a few obtaining commissions. For that reason the loss of the others will be especially disruptive. One method is to divide up a man's work and distribute these parts among others.

Some companies have asked for deferments for key men under 38 while others have adopted a policy of not asking for them. Some of these younger key men, even though in positions where their absence would be seriously felt, are reluctant to have their companies make more than a nominal effort to get them deferred. They don't like the prospect of explaining that they are so essential that they had to be deferred.

### N.F.P.A. Annual Meeting Set

The executive committee of the National Fire Protection Association at a meeting in New York set the annual meeting for May 8-11 in Philadelphia, with headquarters at the Ben Franklin hotel.

## Conn., Hartford Not to Renew War Damage Cover

**Over \$100,000 in Premiums  
Involved—Mortgage  
Requirement Not Lifted**

HARTFORD—Connecticut will not renew its war damage policies on properties valued at about \$78,000,000 on July 1, State Comptroller Zeller has announced. The policies, taken out a year and a half ago, represent \$74,000 in annual premiums. Since the army lifted the dimout restrictions on this area, Mr. Zeller said, it is considered that actual danger to properties from enemy action is becoming increasingly remote.

The city of Hartford also will not renew its policy of \$29,373,252 on all city buildings, property and installations because of a "lessening of the danger of damage due to war conditions," Alfred Premo, insurance supervisor, stated. Premium has been \$27,103 a year.

Efforts are now being made through U. S. Senator F. T. Maloney and Congressman W. J. Miller to secure refunds on the premiums paid, through support of the legislation to this end now pending in Congress. In a letter to both men, Mr. Premo said "It is our belief that failure to enact legislation for refunding would likely mean that this money will be used for general governmental expenses and this, in our opinion, would have the effect of a special tax on property and its owners."

The city of Waterbury is also considering similar action.

There is no immediate expectation that the order of the state banking commissioner requiring property owners with bank mortgages to provide such insurance will be rescinded. Richard Rapport, banking commissioner, explained that such action will certainly be delayed until the danger to property from enemy action becomes more remote than it is today. "The best information that we are able to secure," he stated, "is that there is still a definite possibility of enemy action being directed towards this state in one form or another," he said. He believes the insurance clause should continue in force "for the protection of bank depositors" whose savings are invested in these mortgaged properties.

As an industrial center, Connecticut remains a good target for attack, Mr. Rapport pointed out. However, the course of the war in the next few months may change the situation sufficiently to warrant its rescinding before July 1.

Mr. Rapport feels that either premium rates should be lowered or some provision made for a postwar refund in the event there is no extensive damage, in fairness to the many property owners involved.

### Asks Free Renewal of WD Cover

Assemblyman Lamula has introduced a resolution in the New York legislature calling on Congress and War Damage Corporation to renew automatically existing war damage policies as they expire without additional premium. The resolution also asks for distribution of WDC assets after the war to all policyholders on a pro rata basis.

## S.E.U.A. Decision Won't End Matter

O'Connor Tells Chicago Agents Possibilities and Predicts Further Action

Before the largest crowd in the history of the Chicago Insurance Agents Association last Friday, James C. O'Connor, editor "Fire, Casualty & Surety Bulletins" and associate editor of THE NATIONAL UNDERWRITER, reviewed the U. S. Supreme Court hearings in the Southeastern Underwriters Association and Polish National Alliance cases and outlined the possible decisions and their implications. He declined to predict the outcome of the cases, but did predict that, win or lose, the matter would not end with these cases and that from now on Washington will be of paramount importance in the insurance picture.

Over 150 agents and guests attended the meeting. Bradford Gill, president of the association, introduced Mr. O'Connor, who had attended the hearings in Washington.

### Four Major Possibilities

Warning his audience that the justices could easily produce a decision which would not fall within any of his expectations, Mr. O'Connor said there are four major possibilities. They are:

1. An outright victory for the insurance companies. This, however, would decide only that the federal government has no jurisdiction over insurance under the anti-trust laws and would be no bar to trying to invoke federal jurisdiction under some other law.

2. A qualified victory for the companies, on the technical argument that the scope of the indictment is sharply limited. This argument apparently worried Attorney General Francis Biddle and was the major subject of the reply brief filed by the government. Should the companies win on this point, however, Mr. O'Connor pointed out that the justice department could always try for another indictment.

### Possibilities of Government Victory

3. A complete victory for the government, with a reversal of the old cases upon which state supervision of insurance has been built up. This would eventually, though not immediately, destroy all or most of state supervision.

4. A qualified victory for the government, with the supreme court holding that the old cases are not reversed, but simply uphold state supervision, without keeping the federal government out. Mr. O'Connor said that Mr. Biddle appeared to be striving for this holding, since he devoted much of his oral argument to the thesis that state sovereignty would not be imperiled by a victory for the government. In many ways, such a decision would be more confusing than an outright reversal of the old cases. Almost every state law or administrative order would have to be tested to determine whether it constitutes an "unreasonable restraint" on interstate commerce and it would take years to build up sufficient decisions so that all parties

(CONTINUED ON PAGE 15)

## Fire Insurance Field Man New Miss. Commissioner

Jess L. White of Jackson, who since 1932 has been special agent for Hartford Fire, has been appointed Mississippi insurance commissioner to fill the vacancy created by the death of John Sharp Williams, III. Mr. White is a boyhood friend of Governor Bailey. Mr.



JESS L. WHITE

White is exceptionally well known in fire insurance circles in the state. He is a past most loyal gander of the Mississippi Blue Goose and in 1941 was a candidate for grand keeper.

Mr. White started in the insurance business as a local agent at Starkville and Maben, Miss., in 1921. In 1927 he became special agent for Columbus Fire of Columbus, Miss., and in 1932 went with Hartford Fire.

### Term Expires in 1948

The term for which Mr. White was appointed expires January, 1948. In Mississippi the commissioner's office is elective.

Mr. White was born in Webster county in 1886 and attended Mississippi State Teachers College and Mississippi State College. He taught in the public schools about 10 years and took additional college courses in the interim. While teaching school he became an agent for Lamar Life.

He is past deputy most loyal grand gander of the Blue Goose for the Mississippi Pond.

### McKittrick Won't Finish Mo. Case

JEFFERSON CITY, MO.—Attorney General McKittrick who is a candidate for the Democratic nomination for U. S. Senator, has indicated he will not be able to complete his anti-trust proceedings against 123 fire insurance companies before he relinquishes the post of attorney general. Taking of testimony in the case was completed in January and it is now being prepared for the state supreme court.

## General Motors Dealers Licensed

Minnesota Action Agitates Agents—Johnson Claims Hands Are Tied

ST. PAUL—Minnesota local agents are much agitated over the licensing by Commissioner Johnson of a large group of General Motors dealers as agents for Motors Insurance Company, a General Motors owned company.

In taking this step, Commissioner Johnson has reversed a stand he took soon after assuming office. At that time he announced that he had rejected a request of the General Motors to license its dealers and he was generously applauded by the agents when he made the announcement at the annual meeting of the Minnesota Association of Insurance Agents at Rochester.

However, Motors some time ago renewed its request and it is understood notified the commissioner that if he continued to refuse to grant the licenses it would go into court with the issue. Commissioner Johnson recently called in a group of leading agents and laid the situation before them. He explained that under the law as it now reads he has no authority to refuse to grant the licenses.

### WDC Denies Liability

WASHINGTON—Damage caused at Staten Island when the gun of a freighter moored in New York harbor accidentally went off is not covered under War Damage Corporation policies, according to WDC officials. A sailor inadvertently fired the gun in removing a canvass cover. Losses would be covered if the gun had been firing at an enemy submarine, for example, and manned by members of the U. S. armed forces, according to WDC.

### Littlepage in New Post

NEW YORK—C. F. Littlepage, who recently resigned as assistant manager of the National Board in charge of the actuarial bureau, has joined the general cover department of North America in New York. He was made assistant manager in charge of the actuarial bureau in 1940.

### Irvine, Cothran Elected

NEW YORK—T. J. Irvine, Phoenix Assurance, and F. C. Cothran, Phoenix of Hartford, were named to the governing committee at the New York Fire Insurance Rating Organization's annual meeting. There was prolonged discussion of the New York department's show-cause order for a reduction in rates but no definite action was taken.

### \$100,000 Plane Plant Fire

STRATFORD, CONN.—Fire in a new building being put up at the Chance-Vought plant of United Aircraft Corporation caused damage reported to be in the neighborhood of \$100,000. Insurance was carried with the Factory Insurance Association.

## Consideration of States Rights Bill Now Delayed

WASHINGTON — That the insurance states rights bill may be delayed for further consideration in Congress from a week to a month seems to be indicated. The legislative program for this week in the House does not call for action on the Sabbath rule giving a green light to the bill.

No decision from the U. S. Supreme Court in the S. E. U. A. and probably, Polish National Alliance cases is expected before Feb. 28. The court on Monday announced it would recess to Feb. 28.

Instead of being a race between Congress and the court to see which would act first on the insurance problem, as the situation had been regarded by many people here, observers are beginning to wonder whether the disposition may now be to see which branch of the government may act last, legislative or judicial. A sort of Alphonse-Gaston act? The executive branch has already acted by instituting the S.E.U.A. case.

As expected, Senator McCarran, Nevada, has succeeded the late Senator Van Nuys as chairman of the judiciary committee, which has before it the states rights bill.

That another hearing on the states rights legislation may be held was indicated Monday by McCarran, after presiding as chairman, for the first time, over a meeting of the Senate judiciary committee.

Insurance people these days are interpreting various political developments in the light of what the effect might be upon the states rights legislation in Congress. For instance, attention was paid to the fact that Senator O'Mahoney of Wyoming was named as chairman of the Democratic senatorial campaign committee. O'Mahoney is the leading senatorial foe of the states rights insurance bill and the question is whether his appointment to this Democratic post constitutes bad medicine for the insurance states rights legislation. O'Mahoney may win support for the opposition on the plea that support of these bills would be a liability in the campaign.

McCarran is likely to become chairman of the insurance subcommittee. He left for Nevada, where he has a campaign for reelection. His return is not expected for two weeks or more. That means nothing further on insurance in his committee, probably, meanwhile.

Asked whether the National Board of Fire Underwriters would be called to testify, Senator O'Mahoney, Wyoming, replied he is not on the subcommittee, but indicated he hoped it would. "I want to find out something," he said.

McCarran is represented as not being desirous of antagonizing the national administration during his campaign, although he has been counted by some observers as a supporter of the states rights bill.

## 118 Centenarian Fire Companies

At the close of 1943 there were 111 fire companies operating in this country which started 100 years or more ago. There are 87 United States stock and mutuals, 24 foreign stock companies. There are seven additional companies joining the centenarian group this year, Cumberland Mutual, Bridge-ton, N. J.; Eliot & Kittery Mutual, Kittery, Me.; Farmers Mutual, Elizabethtown, Pa.; Hillsborough Mutual, Branchville, N. J.; Mercer County Mutual, Pennington, N. J.; Mutual Fire of Frederick County, Md., and Northern Mutual, Ephrata, Pa.

## FIGURES FROM DEC. 31, 1943, STATEMENTS

	Assets	Inc. in Assets	Reins. Res.	Inc. in Reins. Res.	Capital or Stat. Dep.	Surplus	Inc. in Surplus	Net Prem.	Losses Paid	Loss Ratio
	\$	\$	\$	\$	\$	\$	\$	\$	\$	%
Aetna Fire	65,083,880	5,226,462	24,455,997	1,350,956	7,500,000	20,000,690	2,786,833	28,456,862	12,742,528	44.9
Eagle Star	6,798,172	404,290	2,320,537	156,345	500,000	1,658,558	198,713	3,345,098	1,643,467	49.1
First National	3,727,772	889,779	1,106,718	309,945	1,000,000	431,865	39,552	1,188,103	375,034	31.6
General, Wash.	25,561,185	3,713,633	13,027,307	3,078,854	1,000,000	8,986,384	1,531,615	14,039,865	3,861,392	27.5
Inter-Ocean Reinsurance	5,299,738	347,849	2,818,389	489,592	500,000	1,334,830	25,038	2,372,751	1,643,180	69.2
Mid-States	5,682,184	6,828	1,06,042	6,681	250,000	151,530	58,581	224,197	74,870	33.4
Piedmont Fire	3,887,358	261,117	1,664,182	97,306	1,000,000	185,774	84,287	2,007,550	1,016,893	50.8
Resolute Fire	608,825	42,126	161,683	20,277	200,000	193,565	39,384	285,887	166,336	58.1
Selected Risks Fire	428,465	7,202	55,445	8,292	150,000	188,282	12,128	84,982	28,977	29.6
Standard, N. Y.	9,696,827	496,092	3,599,706	305,319	1,500,000	3,052,465	555,874	4,570,794	2,298,227	48.4
State Farm Fire	1,527,391	292,140	850,788	170,674	300,000	276,646	92,545	1,158,185	545,700	47.1
World F. & M.	7,965,993	463,650	2,107,374	70,987	1,000,000	4,151,916	246,011	2,467,481	1,094,136	44.3

\*Including Adj. Exp.



## Ohio Farmers Parley Draws Group of 300

**Company Nears Century Mark; Both Insurers Have Big Year**

By JAMES C. O'CONNOR

LEROY, O.—Nearing the century mark and happy over a year of almost unprecedented success, Ohio Farmers held its 96th annual meeting in its pleasant rustic home here Tuesday and Wednesday. About 300 agents, field men, employees and guests attended the sessions, which also constituted the 56th annual meeting of the Ohio Farmers Agents Association.

The formal meeting was preceded by a forum on developments in coverages Tuesday morning. The agents association met Tuesday afternoon, followed by a dinner and entertainment. The company meeting and election of officers was held Wednesday morning.

### Both Companies Show Increases

President C. D. McVay and Secretary J. C. Hiestand reported an outstanding year for both LeRoy companies. Ohio Farmers' surplus is now over \$3 million, Mr. McVay reported, and Ohio Farmers Indemnity's exceeds \$1,400,000. Mr. McVay outlined the dangers which the country faces in post-war readjustments and the probability of state and federal action and investigations on rates, forms, commissions and general practices, urging everyone to stick together and fight for the difficult balanced free economy which will be necessary to reduce the staggering war debt and maintain free enterprise.

F. H. Hawley, retired president, who was unable to attend the meeting, sent a message of greetings.

### Urges Diversification of Lines

Ohio Farmers Indemnity showed an excellent increase in premiums, Mr. Hiestand reported, the only drawback being that automobile liability still preponderates too greatly. He asked the agents for more general liability, burglary and other casualty business and a number of agents sounded this theme in their remarks. The fire company also showed a heartening increase and the loss ratio, though showing the increase generally felt, was still well below the average for the business. Mr. Hiestand explained that when the Western Sprinkled Risk Association was dissolved at the end of last year, the Ohio Farmers officers decided, after serious consideration, not to apply for admission to the Factory Insurance Association. Experience on many of the jumbo war plants which F. I. A. is insuring has not been favorable, he said, and the company wishes to protect its loss ratio as far as reasonably possible. Also, joining the F. I. A. would have required Ohio Farmers to seek admission in 28 more states. Since comparatively few agents use these sprinkled risk outlets and since practically all have other representation where they are available, Mr. Hiestand said it was felt that the advantages would not justify the expense and effort.

J. C. O'Connor, editor "Fire, Casualty & Surety Bulletins" of THE NATIONAL UNDERWRITER, was the only outside speaker. He outlined the future problems of the insurance agent, pointing out that increased governmental regula-

(CONTINUED ON PAGE 14)

## Study of Insurance Range of Pay Is Analyzed

WASHINGTON — Twenty - three large insurers had an overall average increase in salary scales of 8%, January, 1941 to January, 1944, weighted roughly by the number of employees affected, according to data submitted Wednesday to the Pepper senate subcommittee studying white collar workers' income by H. L. Hinrichs, director bureau of labor statistics, Department of Labor. Companies reporting were primarily in the east and middlewest, and employed about 60,000.

Of companies reporting four showed no general salary increases, nine showed percentage increase in earnings attributable to general salary changes ranging from 5 to 10; five showed increases from 10 to 15; three from 15 to 20; two, 20% or more.

Tabulations made in the spring of 1943 for 38 additional companies in New England showed average increase of 4.4% up to that time.

Increases shown do not include merit increases or other types of individual adjustments. Total earnings were increased in many companies by lengthening hours and liberalizing overtime payments.

A table was submitted showing straight time average hourly earnings in insurance companies in 10 cities, spring-summer, 1943. Companies are divided into groups: northeastern, southern, western states.

According to this, women cancellation clerks ranged from 49 cents in Baltimore to 79 cents in San Francisco; cashiers from 54 cents, Houston, to \$1.63, Los Angeles; claim clerks 56 cents, New Orleans, to \$1.23, Baltimore; map clerks, 47, Baltimore, to \$1.02, Boston; female searchers, 48 cents, New Orleans to 85 cents, San Francisco; underwriter clerks, male, 63 cents, New Orleans, to \$1.15, Los Angeles, female, 56 cents, Austin, to 77 cents, Los Angeles and Portland, Ore.

Average weekly wage and salary incomes (including commissions) of an estimated average number of 575,000 employees in insurance increased from \$32.71 in 1939 to \$37.33 in 1942, or 14%. It stated "preliminary information indicates that the percentage change from 1939 to 1943 was about 25%.

## Mutual Group Is Formed to Write Cannery Risks

The group of companies that comprise the Building Owners Federation of Mutual Fire Insurance Companies have formed a new organization to write selected cannery risks. It is known as the Food Industries Federation of Mutual Fire Insurance Companies. Headquarters are in the office of National Retailers Mutual in Chicago and the work will be in charge of C. H. Lindquist, who for a number of years had been connected with one of the prominent cannery underwriting organizations. The president of the federation is James S. Kemper, president of National Retailers; vice-president and treasurer is John A. Arnold, vice-president and treasurer of National Retailers, and F. T. Best, secretary of National Retailers, is secretary of the Federation. Mr. Lindquist is vice-president.

The companies are Central Manufacturers, Grain Dealers National, Indiana Lumbermen's, Lumber Mutual, Lumbermen's Mutual, Michigan Millers, Millers of Alton, Millers of Ft. Worth, Millers of Harrisburg, Mill Owners of Des Moines, National Retailers, Pennsylvania Lumbermen's and Pennsylvania Millers.

B. Bryan Tickner, assistant manager General Accident in Los Angeles, addressed the Long Beach Insurance Women on the comprehensive liability policy.

## Thirty-Year Men



G. C. Roeding



O. E. Schwartz

TWO OF THE NATIONAL UNDERWRITER'S leading business producers have just rounded out 30 years of continuous service. They are George C. Roeding of Cincinnati and Otto E. Schwartz of Chicago. Mr. Roeding's territory is Ohio, Kentucky, West Virginia and Pittsburgh. Mr. Schwartz is in charge of the business producing activities in Chicago.

Both went with the company at an early age, and have spent their entire business lives with THE NATIONAL UNDERWRITER. They have made a definite success of their work and are widely known to insurance men in all branches of the business.

## N.A.I.A. Midyear Committees Named

Committee chairmen and personnel for the midyear meeting of the national board of state directors of the National Association of Insurance Agents at Jackson, Miss., April 3-5 have been named by O. Shaw Johnson, Clarksdale, president of the Mississippi association and general chairman of arrangements for the meeting. Assisting Mr. Johnson on the general committee will be the principal Mississippi association officers. State National Director Theo. Hardy, Vicksburg, and Vice-president John B. Sneed, Gulfport, are vice-chairmen.

S. Lacy Dickerson, president Jackson Insurance Exchange, has been made chairman of the reception committee. Assisting him will be the following directors of the Mississippi association:

C. M. Davis, Moorhead, Louis N. Julianne and George P. Hewes, Jr., Jackson; R. C. Griffin, Amory; Russell Lindsey, Laurel; W. Walton Moore, Meridian; J. L. Adams, Gloster; R. I. Norman, Cleveland; C. H. Brandon, Gulfport; B. L. Roberts, Canton; Julian B. Hopkins, Columbus.

Wirt A. Yeger, heads the dinner committee; John W. Robinson, hotel; E. H. Bradshaw, information; W. M. Buie, monitor; R. B. Everett, registration, all of Jackson. Clant M. Seay, manager of the Mississippi association, will serve as liaison officer for all committees.

## Gov. Schricker Addresses Women

The Indianapolis Association of Insurance Women held a "bosses' night" dinner with Governor Schricker as speaker. He praised insurance women and also fire fieldmen for their contributions, the latter for war plant inspections. He emphasized the organized plans of fire companies to reduce fire waste in Indiana and also the importance of maintaining the insurance business on a sound basis to protect citizens. The state administration through the insurance department proposes to continue to maintain a high standard of security. At a meeting last week a new constitution and by-laws were adopted and at the annual meeting Tuesday officers will be elected.

## Mutual Agents Assail Biddle's "Criminal Action"

**National Group Seeks Alliance in Fight on Non-Agency Operations**

NEW YORK—A strong statement opposing federal regulation of insurance was adopted at the mid-year meeting of the National Association of Mutual Insurance Agents by its directors when they unanimously approved the recommendations of the post-war planning committee headed by W. Emmert Swigart, Huntingdon, Pa., chairman. "We especially deplore the fact that federal agencies have brought 'criminal action' against an industry which has not been criticized by the public in general," the report said.

Steps to put into effect recommendations covering the entire agency field will be taken in the appointment of committees by Floyd H. Craft, Greensboro, N. C., president. "We feel that there has been too much emphasis between stock and mutual insurance, that our problems in the final analysis are much the same, and we feel that the great problem is the maintenance and the up-building of the agency plan rather than the non-agency plan," the committee said. "We feel that losses must be paid out of premiums received, whether stock or mutual, and there must be an operating capital, whether it has been paid in or accumulated through alert, wise management through the years."

With the huge government stake in industry, the War Department's insurance adviser system, Defense Plant Corporation plans, government pools in cotton, oil, marine insurance and other lines and its general policy to be a self-insurer, the foundation of the agency system has been undermined and the forces tending to rub it out should be recognized, the report said.

### Criticises Counter-Signature Laws

Cooperation with all other associations — stock or mutual—which have been organized for the improvement of the business and with the companies should be a policy and there should be a public relations program to increase and create prestige for insurance both inside and outside the business. A public relations committee should function on the broadest basis.

The committee said the agent's position has been made more vulnerable by countersignature laws, especially when states like Virginia and Montana demand 50% to 100% of commissions for the benefit of resident agents who have performed no service.

The branch office question, "a fast growing development," should be given careful study and attention was called to the fact that New York City agents had resigned from membership in the state and national associations in protest of what they regarded as dilatory tactics. The report asked, "Are branch offices just a handy vehicle used by the companies to increase premium production regardless of the expense involved, or is this just another move toward the elimination of the agent?"

Rates in general should not be a matter of state rating bureaus, but should be under the jurisdiction of non-political bureaus and the result of experience.

A permanent congress on costs should be set up made up of representatives of each group, not for the preservation either of the companies or the agency

(CONTINUED ON PAGE 14)



## NEWS OF THE COMPANIES

### Springfield Gives Annual Figures

Premiums written by the fire companies in the Springfield group last year totaled \$21,066,507, which was \$157,337 less than for 1942. Springfield F. & M. had premiums of \$17,911,567, Sentinel \$525,213, Michigan F. & M., \$2,106,436 and New England Fire \$523,291.

Incurred losses for the four companies were \$11,270,576 as compared with \$9,652,538 for the previous year. The increase is accounted for in part by heavy losses in the Texas hurricane and heavy windstorm and hail losses in the mid-west and then there was a substantial increase in straight fire losses.

Paid expenses were \$9,463,728, an increase of \$3,620 making the expense ratio 44.93%. The total premium reserves were \$19,479,242, an increase of 2.09%.

Assets of Springfield F. & M. were \$41,112,314 and net surplus is \$14,584,941. Comparable figures for Michigan F. & M. are \$5,197,013 and \$1,718,577; Sentinel \$2,852,004 and \$1,219,396. New England Fire this year is celebrating its 25th anniversary and special plans are

being carried out throughout the agency plant.

Springfield surplus is higher by \$1,463,969, Michigan's is higher by \$160,052, New England surplus is up \$121,646 and Sentinel \$102,320.

### Agricultural Surplus Is Up \$956,000

A gain in surplus of \$956,000 for Agricultural and \$53,000 for Empire State and total assets of \$20,281,128 for the two companies with inter-company holdings eliminated, an all-time high, were announced at the annual stockholders meeting.

The premium volume has suffered a decline of \$1,893,038 for both companies. However, 83% of this represents marine premiums on war hazards taken over by government agencies.

Members of American Cargo War Risk Reinsurance Exchange are still getting a share of the cargo business and while the volume is only about one-third of that written in 1942, sea and air protection have so improved conditions that the profit in 1943 goes far in recouping the heavy loss on this class in

the previous year. Marine premiums for both companies from all sources amounted to \$1,840,353, which is \$1,565,837, less than in 1942. The overall marine loss ratio is 52.5%, about half what it was last year.

Auto premiums declined by reason of the cancellation of some unprofitable accounts and a natural decline resulting from wartime restrictions. The loss ratio of 56.3% on automobile business was influenced by the high cost of repairs in both labor and materials.

Fire and allied line premiums amounted to \$6,363,287, or within \$41,773 of 1942. However, some non-recurring debit items entered into this figure so that there was a comfortable increase on this class from agency sources. The loss ratio on the class is 48.2%, some 11 points higher than in 1942.

Underwriting profit for Agricultural was \$434,230, for Empire State \$79,757; income from investments for Agricultural \$551,120, for Empire State \$145,108; appreciation—market values—bonds and stocks including profit or loss on sales for Agricultural \$740,725, for Empire State \$8,557; income tax incurred for Agricultural \$280,054, for Empire State \$40,000.

### Great American Makes Report

Great American in its new statement shows assets of \$57,661,510 as against \$51,082,356 the previous year. On a market basis the figure would be \$59,723,761.

Premium reserve is \$16,742,492 as compared with \$16,350,114, capital is \$8,150,000 and net surplus \$26,069,743 as compared with \$21,136,661. At market the policyholders surplus is \$36,441,994. Net premiums written were \$18,654,926, losses and loss expenses incurred \$9,747,259. The gain from underwriting was \$596,601.

### Springfield F. & M. Advances Several

Secretary S. Dwight Parker has been elected resident vice-president at New York City for fire companies of the Springfield F. & M. group; William N. Titcomb, assistant treasurer, becomes treasurer of the fire companies and New England Casualty; John M. Wylie, resident secretary, was elected resident vice-president, and C. Douglass, resident assistant secretary was elected secretary at San Francisco for the fire companies.

Mr. Parker has been with Springfield F. & M. since 1925, at the head office, special agent at Syracuse, N. Y., and New York City and then superintendent in charge of the New York City office. He became assistant secretary of the fire companies in 1937, secretary in 1939.

Mr. Wylie, Pacific Board engineer 1922-27, joined Springfield F. & M. in the field, transferred to San Francisco, was elected resident assistant secretary in 1936 and resident secretary in 1937.

Mr. Douglass was a local agent when he joined the Pacific Board in 1920 at Salt Lake City. He resigned as resident surveyor of the board at Boise in 1923 to be superintendent of agencies in the Salt Lake City area, transferring later to northern California and becoming resident assistant secretary in 1940.

Mr. Titcomb was with Capital Fire of Concord, then with a general agency in Syracuse, N. Y., and with London & Lancashire and Orient in Hartford. He joined Springfield as chief accountant in 1918, and was elected assistant treasurer in 1928.

### Firemen & Mechanics Reviewed

FORT WAYNE, IND.—Firemen & Mechanics of Madison, Ind., which has been inoperative for 15 years, has been reorganized by a group of Fort Wayne

and Huntington men and now has its home office at 401 Central building, Fort Wayne. It will write fire, auto and casualty insurance. Officers are: P. Wendell Sult, Fort Wayne, president; Eben Lesh, Huntington, chairman and secretary; Arnold Waible and R. W. Bond, Fort Wayne, vice-presidents; V. L. Forbing, Fort Wayne, treasurer; Mr. Lesh and Joseph H. Less of Huntington, general counsel. Mr. Sult is president of Associated Equities, Fort Wayne. Mr. Waible, Mr. Bond and Mr. Forbing are officers of that organization.

The company was chartered in 1850 by the Indiana legislature and did a nationwide business for 68 years from headquarters in Madison. It was located in Indianapolis 1918-1928, and has been out of operation since that time.

### Changes in Officials of National American Fire

James E. Foster has been elected chairman of National American Fire, Omaha, and is succeeded as president by Howard F. Ahmanson.

H. W. Ahmanson, H. F. Ahmanson's brother, who has been vice-president and secretary, becomes executive vice-president; Ray F. Stryker, vice-president, becomes vice-president and treasurer; Charles W. Martin was elected secretary; F. I. Lake, assistant treasurer; F. K. Loftus, assistant secretary. The directors include Messrs. H. F. and H. W. Ahmanson, Stryker and Martin, Dr. Frank Barta, W. L. Wilcox, who has been a vice-president, and G. C. Hueftle. H. F. Ahmanson, who is now a lieutenant (j.g.) in the navy, is also president of the H. F. Ahmanson Co. general agency in Los Angeles.

H. F. Ahmanson, general agent of the company in California, is a brother of H. W., who now is actively managing the company. Last year H. F. Ahmanson acquired an additional block of National American stock, giving the Ahmanson family about 45% of the capital stock. H. W. was with Columbia Fire Underwriters 1912-17 then with Western Adjustment till 1921 when he joined National American.

Mr. Foster entered the business 49 years ago with Aetna Fire at Omaha. Subsequently he was a local agent and chief examiner for the Columbia Fire Underwriters agency of National Fire. He helped organize National American in 1919, becoming president in 1925.

### Assets of Republic of Dallas at All Time High

Assets of Republic of Dallas last year reached an all-time high of \$10,253,900 an increase of \$918,573 over 1942. Surplus to policyholders was reported at \$4,745,142 as compared with \$4,557,809 for the previous year. In addition, a contingent reserve of \$233,587 was set up. Premium reserve now amounts to \$4,708,992, an increase of \$411,777.

Republic now operates in 23 states. The directors declared the usual quarterly dividend of 3%, or 30 cents per share, payable Feb. 25 to stock of record Feb. 10.

The service flag of the Republic contains 48 stars, including one gold star, representing members of the organization who have gone into the armed services.

R. H. McKenzie, vice-president and secretary of Gulf, has been elected a director of that company.

### Chillas with Robertson Office

An item relating to changes in the Royal-Liverpool group stated that Alan Gregory had been appointed inland marine superintendent replacing R. J. Chillas, who had resigned to become associated with a Montreal agency. Mr. Chillas has joined Kenneth B. S. Robertson, Ltd., Montreal organization which provides insurance, adjusting and safety services.

Buy  
Extra  
Bonds

**EAGLE FIRE**  
Company of New York

Established 1806

75 Maiden Lane, New York, N. Y.  
Oldest New York Insurance Company

The Eagle Fire Company of New York has served the country through five wars. It was organized in New York City on April 4, 1806.

## Selling "PERFORMANCE"

The new series of F.&C. advertisements appearing in national magazines during 1944 are selling F.&C. "Performance" — and that's a potent talking point for F.&C. agents too.

From letters in our claim files comes the authentic, convincing copy for these advertisements. They highlight the prompt and fair settlements of losses actually paid and suggest the advisability of insuring in a company like this.

Special attention is called to the F.&C. agent or broker.

### Embezzler Apprehended

\$73,999.99 Bank Loss  
Prompt Adjustment

COMMERCIAL BANK

Co.  
New York 8, N. Y.

As you know, our former teller has been apprehended and has admitted the embezzlement of \$73,999.99.

Although the loss was discovered after business hours, you were able to render immediate and valuable service that same evening.

Payment of the full loss discovered to date within less than three days of its discovery needs no comment. There was no question of technicalities, but only a prompt and full settlement of our claim.

— from a letter in our claim files.

For the name and address of nearest F. & C. agent or broker, write to us at 80 Maiden Lane, New York 8, N.Y.

*Why not insure in a company like this?*

## THE FIDELITY and CASUALTY COMPANY

OF NEW YORK  
A Member Company of

THE AMERICA FIRE INSURANCE AND INDEMNITY GROUP  
BERNARD M. CULVER  
President

which includes the following companies

THE CONTINENTAL INSURANCE CO. • FIDELITY-PHENIX FIRE INSURANCE CO. • NIAGARA FIRE INSURANCE CO.  
MARYLAND INSURANCE CO. • AMERICAN EAGLE FIRE INSURANCE CO. • FIRST AMERICAN FIRE INSURANCE CO.

FRANK A. CHRISTENSEN  
Vice President

Hitch your agency to the F. & C. "Performance" advertising by using reprints, posters, newspaper mats and other tie-in material



## NEWS OF FIELD MEN

### Ohio Field Men in Cleveland Parleys

CLEVELAND—At the Ohio Fire Underwriters Association meeting here E. O. Pierce, St. Paul F. & M., reported on the job done on the SWIS program. Over 1,200 inspections have been made.

Secretary Howard Underwood gave a report on the operation of the balance rule in Ohio, showing a great improvement.

The 1943 new New York policy was discussed. President O. F. Gibbs of Atlas presided.

M. F. Davis, Aetna Fire, Columbus, and Donald P. Littlefield, Excelsior, Wooster, were admitted to membership.

Earl J. Andrews, in the field for Royal for 14 years and now connected with an agency at Marion, O., resigned.

Joseph Lisy, former Ohio field man for several years and now located at St. Louis, was a visitor.

A resolution of sympathy was drawn up covering the death of Joseph Rielage, Cincinnati manager of Ohio audit bureau.

The Ohio Association of Fire Underwriters met the same day. A paper on the 1943 standard policy was given by

I. H. Ramaker, assistant secretary of Security of Davenport.

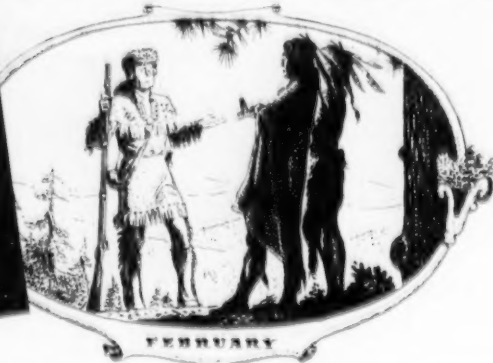
The meeting of the Blue Goose Monday night was attended by 165. The Ohio pond expressed itself as fully in accord with the proposed plan of the grand nest regarding financial provisions to send delegates to the first possible grand nest meeting.

Thirteen new members were taken in. Alfred S. Snow, most loyal gander, presided. George H. Wilkinson was chairman of the entertainment committee in charge.

## INSURANCE ALMANAC

### THIS MESSAGE To Your Clients

— and prospects who read NATION'S BUSINESS, carries some thoughts that you can use to build property insurance business. Fire Association Group, Philadelphia, Pa. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto.



On February 11, 1735, Daniel Boone was born. Trained to the woods from boyhood, Boone became one of America's most energetic pioneers... played an especially important role in opening up Kentucky, then regarded as "the West", to settlement. As settlements developed

into villages and towns, the need for fire insurance became increasingly apparent and led to the organization of companies like Fire Association of Philadelphia—companies that "pioneered" today's low rates by making reduction of fire hazards their No. 1 objective from the start.

1944—FEBRUARY hath 29 days

"Leap Year—when the hunter becomes the hunted!"

### ASTRONOMICAL CALCULATIONS

EASTERN STANDARD TIME

P.M.	LATITUDE +30°		LATITUDE +35°	
	SUNRISE	SUNSET	SUNRISE	SUNSET
1	6:51	5:36	7:00	5:28
6	6:48	5:31	6:56	5:23
11	6:44	5:26	6:51	5:18
16	6:40	5:20	6:46	5:13
21	6:36	5:15	6:41	5:07
26	6:31	5:10	6:35	5:02

P.M.	LATITUDE +40°		LATITUDE +45°	
	SUNRISE	SUNSET	SUNRISE	SUNSET
1	7:10	5:17	7:22	5:06
6	7:05	5:13	7:18	5:03
11	7:00	5:08	7:13	5:00
16	6:51	5:03	7:02	4:57
21	6:47	5:00	6:58	4:54
26	6:40	4:57	6:48	4:51

P.M.	LATITUDE +50°		LATITUDE +55°	
	SUNRISE	SUNSET	SUNRISE	SUNSET
1	7:53	4:40	8:05	4:30
6	7:48	4:36	8:00	4:26
11	7:43	4:31	7:55	4:21
16	7:38	4:26	7:50	4:16
21	7:33	4:21	7:45	4:11
26	7:28	4:16	7:40	4:06

To obtain local times of sunrise and sunset for longitudes other than the standard time meridians (i.e., 75°, 90°, 105°, 120°), for Eastern, Central, Mountain, Pacific Standard Time, decrease time four minutes for each degree east of standard meridian, or increase time four minutes for each degree west of standard meridian.

- 1—Tu.—First Quarter, 2:08 A.M., E. S. T. 1733, Eng. colonies settled Georgia.
- 2—W.—Candlemas Day, 1928, Fall River fire started—estimated property loss \$6,000,000.
- 3—Th.—The Fire Association Group rushed adjusters to Fall River... in line with the policy of settling all claims promptly... and, as a result, were able to mail settlement checks to property owners early.
- 4—Fr.—1902, Chas. A. Lindbergh born. 1897, Interstate Commerce Commission established.
- 5—Sa.—1631, Roger Williams, founder of Rhode Island, arrived in America.
- 6—Su.—1777, France recognized U. S. independence—negotiations conducted by Franklin.
- 7—M.—1904, start of Baltimore fire—estimates on property damage range up to 150 million dollars. Only 20% covered by insurance.
- 8—Tu.—Is your insurance coverage adequate? If you're not sure—and you can't be unless you've recently had your policies reviewed by an expert—call your Agent or Broker now.
- 9—W.—Full Moon, 12:29 A.M., E. S. T. 1942, Normandie burned and capsize.
- 10—Th.—1939, death of Pope Pius XI. 1915, U. S. "strict accountability" note sent Germany.
- 11—Fr.—1893, the Noronic, a White Star liner, vanished on maiden trip to New York.
- 12—Sa.—1809, Lincoln born. 1851, gold discovered in New South Wales, Australia.
- 13—Su.—1935, Hauptmann sentenced to die for murder of the Lindbergh baby.
- 14—M.—Valentine Day, 1933, epidemic of bank holidays began—in Michigan.
- 15—Tu.—1898, battleship Maine sunk—probably by a submarine mine—in Havana harbor.
- 16—W.—1935, first Italian troops left for Africa.
- 17—Th.—Last Quarter, 2:42 A.M., E. S. T. 1943, \$500,000 fire, N. Kansas City.
- 18—Fr.—1930, Admiral Byrd left Antarctica for home.
- 19—Sa.—1473, Copernicus, great Polish astronomer, born. 1878, phonograph patented.
- 20—Su.—1938, British Foreign Secretary Eden resigned from the Chamberlain cabinet.
- 21—M.—1928, Philadelphia National Insurance Co. incorporated. 1916, Verdun battle started.
- 22—Tu.—1732, George Washington born. 1942, Gen. MacArthur transferred to Australia.
- 23—W.—New Moon, 8:59 P.M., E. S. T. ASH WEDNESDAY.
- 24—Th.—1868, bill to impeach President Johnson introduced.
- 25—Fr.—If you're planning to buy more property insurance, don't put it off. Call your Agent or Broker at once—rates are at an all-time low!
- 26—Sa.—1918, hurricane swept N.Y.C. 1845, Wm. F. Cody (Buffalo Bill) born.
- 27—Su.—1933, German Reichstag destroyed by fire—supposedly set by communists.
- 28—M.—1943, great quantity of foodstuffs destroyed in \$3,000,000 Oakland, Calif. fire.
- 29—Tu.—1704, Deerfield, Massachusetts, attacked by French-Indian troops.

### OBSERVATION for February:

### MORAL for February:

PROPERTY INSURANCE  
Fire—Automobile—Marine

## FIRE ASSOCIATION GROUP

Fire Association of Philadelphia  
The Reliance Insurance Company

PHILADELPHIA



Lumbermen's Insurance Company  
Philadelphia National Insurance Company

PENNSYLVANIA

SYMBOL OF SECURITY SINCE 1817

### Phoenix-Conn. Coast Changes

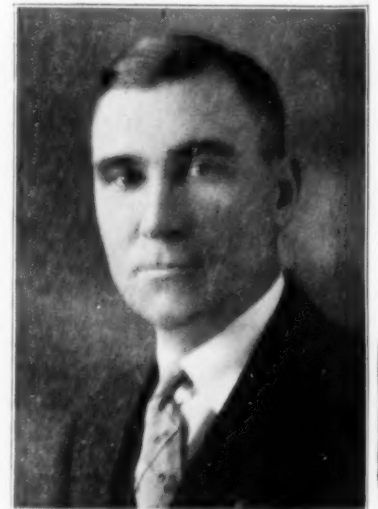
C. A. Brough has been appointed superintendent of agencies for the Pacific department of the Phoenix-Connecticut group by F. C. Beazley, manager. Ralph S. Cochrane, assistant manager of the Pacific Coast inland marine department, becomes superintendent of that division.

Clyde A. Blanchard is named engineer, covering southern California and Arizona with headquarters at Los Angeles. Charles M. Dunn has been named special agent in Arizona and several counties of southern California.

Mr. Brough entered the business in the home office of the group, working in both the fire and inland marine departments. Later he traveled the Pittsburgh territory as special agent. He was transferred to California in 1940 as manager of the inland marine department. He will continue his inland marine activities and will take an active part in the production of fire and automobile classes in his new position. Mr. Cochrane has been with the Pacific department of the companies for many years. Mr. Blanchard has been special agent with the Los Angeles office of the group several years.

### Regional Manager Named for Pacific Northwest

SEATTLE—D. A. McKinley, who has been state agent of Royal-Liverpool,



D. A. MCKINLEY

has been advanced to regional manager. Mr. McKinley has been with Royal 14 years and served as most loyal gander of the Blue Goose in 1933.

### F.I.A. Business Is Trebled in Three Years

BOSTON—The Factory Association has increased its business 300% in the past three years, largely due to war conditions, until now it has a premium income of over \$25 million with risks totalling \$20 billion, stated Assistant Manager Frank D. Ross in speaking before the Bay State Club.

The amalgamation of the Pacific,



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# BREAD (with butter) FIRST ...then the MARMALADE!



Your business likely was built on a foundation of small Dwelling and Contents fire lines. Regardless of how actively you promote specialty covers, one thing is certain: *Nothing takes the place of Dwelling and Personal Property Fire Lines.* It's the real *Bread and Butter* business!

In soliciting this business, you can use current conditions as a powerful incentive for increased amounts of fire insurance; increased cost of replacement, increased hazards because of lack

of manpower and possibly obsolescence of fire-fighting equipment; makeshift heating equipment due to fuel shortages; inexperienced householders using strange heating systems; deterioration of electrical appliances and use of substitute materials, as well as the lack of competent maintenance men for home services.

Solicit this *basic* business—service this *basic* business—then when the *marmalade* lines need spreading, you'll have something to spread them on!



## INSURANCE COMPANY OF NORTH AMERICA COMPANIES

INSURANCE COMPANY OF NORTH AMERICA  
INDEMNITY INSURANCE COMPANY OF NORTH AMERICA  
THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA  
CENTRAL INSURANCE COMPANY OF BALTIMORE  
PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY  
NATIONAL SECURITY INSURANCE COMPANY

**PROTECT WHAT YOU HAVE • BUY WAR BONDS AND STAMPS**

western and eastern associations has done much to remove conflicting practices, he said, although there is still much to be done along that line, especially in the joint accounting system. Losses have mounted somewhat, also due to war conditions. The case largest losses would not have occurred if the plants had followed the suggestions of F.I.A. engineers.

### H. H. Aderhold Carolinas Field Man for A. H. Turner

J. M. Tyler has resigned as special agent in North Carolina and Virginia for the A. H. Turner office of Atlanta to engage in the mercantile business.

His place in the North Carolina field is being taken by H. H. Aderhold, who is an experienced company field man and has also traveled for the S.E.U.A. His headquarters will be in Greensboro.

Mr. Aderhold will also be responsible for South Carolina, as Roy T. Barnett, who has been traveling both South Carolina and Georgia, will now confine his attention to the latter state.

Arrangements have not been completed in regard to Virginia.

### Intermountain Club Meets

The Intermountain Fire Underwriters Association at its January meeting in

Salt Lake City reviewed legislation and Utah fire rates, which are the lowest of the 11 western states. The rates, \$1.57 per \$100 in 1900 to 1909 averaged 75 cents in 1941 and 58 cents in 1942, due to lower burning ratios, improved water and fire fighting facilities and improved construction in Utah communities.

### Wilson W. Va. State Agent for Automobile, Standard

Donald E. Wilson has been named state agent for West Virginia for Automobile and Standard Fire, succeeding James G. Baldwin, who has gone with the Flat Top agency, Bluefield.

Mr. Wilson, who has been state agent in West Virginia for Phoenix of England, has been in that field since 1932. He has been in insurance since 1929. His headquarters will be in the Hawley building, Wheeling.

### Harding to Address Pa. Club

The Anthracite Field Club of Pennsylvania will meet in Scranton Feb. 24. B. F. Harding of the Lucas McDonald & Harding Adjustment Bureau there is scheduled to speak on "Industrial Re-surgence of Scranton." W. C. Clegg, Home, Harrisburg, president of the club, has appointed his committees. T. H.

Bacon, America Fore, heads membership.

### Joint Field, Agents Meeting

A joint meeting of the contact committees of the Arizona Fieldmen's Club and the Arizona Association of Insurance Agents will be held Feb. 12 in Phoenix.

### Hurt to Navy, Banks to Md.

H. H. Hurt, special agent of Great American in eastern Maryland, has entered the navy, and his place being taken by Frank L. Banks, who has been at the home office, serving as agency superintendent.

### Henry to American National

C. G. Henry, former local agent at Delaware, O., and later a special representative of Lumbermen's Mutual of Mansfield, O., has been named special agent of American National and Detroit Fire & Marine with headquarters at 50 West Broad street, Columbus, O.

### NEWS BRIEFS

Lieut. Winniger, U. S. A. F., home from Italy, where he had 50 missions and 200 hours in the air to his credit, gave the California Blue Goose an interesting picture of the Africa-Italy war theaters.

The Southern California Fire Underwriters Association at a meeting in Los Angeles heard Dr. Theo. Chen, head of the department of Asiatic studies at U. S. C., and former professor at Fokien University, Foo Chow, China, discuss the "Outlook in the Pacific."

Lewis B. Palmer of the Miller-Studebaker general agency was chairman of the Kansas Blue Goose luncheon in Topeka. About 35 attended.

Due to inability to obtain suitable accommodations in Newark, the New Jersey Special Agents Association has postponed its February luncheon-meeting. It is hoped that the association will be able to hold its next meeting March 6 in Newark.

The Connecticut Field Club at its February meeting saw four army and navy-sound pictures.

The annual dinner-dance of the Michigan Blue Goose will be held in Detroit Feb. 19.

The Arizona Blue Goose at its February meeting heard a talk by a refugee from an Axis-occupied country.

### Cincinnati Agents' Dinner Feb. 21

CINCINNATI—The second annual dinner meeting of the Cincinnati Fire Underwriters Association will be held Feb. 21. Class A and B members only will attend.

Superintendent Crabbe will be the guest of honor. A similar dinner meeting held last year was so successful and beneficial to the association that the governing committee plans to make the affair an annual event.

### Wants Free WDC Cover

The Seattle "Post-Intelligencer" carried an editorial the other day urging that organized efforts be made in Pacific Coast localities in behalf of legislation to extend War Damage Corporation policies now in effect without collecting a new annual premium this year. Unless that is done, this newspaper predicts that most of the policyholders will not renew and yet there will always be a hazard while there is war upon the Pacific. The publisher of the Seattle "Post-Intelligencer" is Maj. John Boettiger, son-in-law of President Roosevelt.

### Vice-presidents of Granite State

H. F. Berry and M. J. Greenough have been elected vice-presidents of Granite State Fire. Mr. Berry is vice-president of New Hampshire Fire and Mr. Greenough is secretary.

Use Protect-O-Gram envelope stuffers in selling casualty lines. Write National Underwriter for samples.

*The KANSAS CITY offers you these 5 important advantages:*

• SOUNDLY MANAGED  
• FINANCIALLY STRONG

• CAPABLY STAFFED  
• QUICKLY ACCESSIBLE  
• PROGRESSIVELY  
AGENCY MINDED

*Morton T. Jones*  
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**INSURANCE COMPANY**

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INSURANCE EXCH.

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MISSOURI

THE  
PHOENIX-CONNECTICUT  
GROUP  
of  
Fire Insurance Companies



**The Phoenix**  
Insurance Company, Hartford, Conn.  
1854

*The Connecticut*  
Fire Insurance Co., Hartford, Conn.  
1860

**FOUTABLE**  
Fire & Marine Insurance Company  
PROVIDENCE, R.I.  
1859

ATLANTIC FIRE INSURANCE CO.  
Raleigh, North Carolina

THE CENTRAL STATES FIRE INS. CO.  
Wichita, Kansas

GREAT EASTERN FIRE INSURANCE CO.  
White Plains, N. Y.

MINNEAPOLIS F. & M. INSURANCE CO.  
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All Forms of Fire and  
Property Insurance including  
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TIME TRIED & FIRE TESTED

Dear Brother John

My model of a P 51 MUSTang is finished. is your fighter a mustang? I hope so I saw a swell movie about the air Force yester day.

Jeepers Id give my bike and air rifle and every model Id've ever built to be a pilot like you. Dad said all you pilots are fighting so us kids wont have to go to war when we grow up.

Dad says all of us at home must work hard so you will be proud of us when youve won the war The way we are proud of you

Mom says when we think we are working too hard we should just think of John's sacrifices.

I'm making plane models and collecting scrap and helping at the store on Saturdays. I'm going to be an air Raid Messenger but I have got to be older.

I told the guys fellows about the jap helmet you have for me and how your leting me use your type writer while you are away and they say"boy are you lucky". I'm awful proud of you. Come home soon and teach me to fly.

your brother  
Don

P.S. I bought another bond for \$18.75 from my savings



The men and women of Loyalty Group are pledged, in their home-front effort, to make a contribution worthy of the gallant sacrifices being made by Americans under arms.



Firemen's Insurance Company of Newark, New Jersey

The Girard Fire & Marine Insurance Company	Royal Plate Glass & General Ins. Co. of Canada
National-Ben Franklin Fire Insurance Company	The Metropolitan Casualty Insurance Co. of N. Y.
The Concordia Fire Insurance Co. of Milwaukee	Commercial Casualty Insurance Company
Milwaukee Mechanics' Insurance Company	Pittsburgh Underwriters-Keystone Underwriters

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Facilities*

EIGHT COMPANIES  
74 BRANCH AND  
SERVICE OFFICES

Western Department 120 So. LaSalle St. Chicago, Illinois	Foreign Department 111 John St. New York, N. Y.	Canadian Departments 465 Bay St., Toronto, Ontario 404 W. Hastings St., Vancouver, B. C.	Southwestern Dept. 912 Commerce St. Dallas, Texas	Pacific Department 220 Bush St. San Francisco, Cal.
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Write For Complete Facts About



Loyalty Group Coverage and Service



## Census Bureau Gives 1940 Data on Insurance

WASHINGTON—More than 500,000 persons make up the "labor force in the insurance business," according to a new report by the Census Bureau of comparative occupation and industry statistics. The report shows the total number of persons over 14 years of age in the insurance business labor force in 1940 was 545,964 (except new workers). The number of gainful workers in the insurance business, 1930, as published,

was given as 507,284, which is now adjusted to the 1940 basis as 512,357.

The 1940 labor force (except new workers) was made up of 352,987 males and 192,977 females.

The Census report shows that the insurance labor force in 1940 included 39,735 proprietors, managers and officials (excluding new workers).

In 1930, Census had said, a total of 29,308 "gainful workers" were insurance proprietors, managers and officials. That figure, now adjusted to a 1940 basis, becomes 33,997. Ten years later, says Census, the labor force except new workers, in the insurance group of proprietors, managers and officials, included 36,903 males and 2,832 females.

Insurance agents and brokers (except

new workers) in 1940 numbered 249,322, against 256,927 in 1930, which latter figure is now adjusted on the 1940 basis to 254,358. Of this group in 1940, 236,001 were males and 13,321 females.

"Operatives and kindred workers" in the insurance, finance and real estate business, except new workers, numbered 4,866 in 1940, according to Census, of whom 4,560 were males and 306 females.

"Laborers" employed in insurance, finance and real estate activities (except new workers) numbered 7,046, in 1940, of whom 6,897 were males and 149 females.

Census Bureau explains the "labor force" includes some persons who were seeking employment and that such force in 1940 is comparable to 1930 "gainful workers." The latter include some who might be temporarily unemployed but who would ordinarily work in insurance, Census states.

### C. V. Hamilton Wins Verdict

Clayton V. Hamilton, now of Beverly Hills, Cal., was awarded a verdict of \$1,800 by a federal court jury at Winona, Minn., against Northwest Underwriters, Inc., of Minneapolis. Hamilton sued for \$2,149 commissions which he claimed were due him on renewal of policies written in 1940 for Farmers Union Exchange of South St. Paul.

The jury returned verdicts, however, in favor of H. P. Thurman of Chathfield, Minn., and General of Seattle that were also defendants. General and Mr. Thurman as an individual were actually not signatories to the agency contract although General was mentioned in the body of the document. The defendants were accused of breaching the contract of Mr. Hamilton by dealing with an agency completely owned by a co-operative which established the agency to insure its own property. In this connection reference was made to the anti-rebate statutes by the judge during his charge to the jury.

Attorneys for Mr. Hamilton were Fryberger & Townsend of Minneapolis and Senator Michael Galvin of Winona. The defendants were represented by Sawyer & Sawyer of Winona.

### 48-Hour Warning in Hartford

HARTFORD—The War Manpower Commission has announced a "stiffer" policy in the granting of exemptions from the 48-hour week working schedule in the Hartford area, on the eve of its quarterly re-survey.

Area Director Ennis said it is highly probable that those who have previously been granted exemption will find themselves on the 48-hour schedule after the present survey has been completed.

No blanket exemption for any extended period of time can be granted, he said.

Insurance companies in the area are among the relatively few business and commercial establishments now working less than a 48-hour week, although the schedule has been advanced from 37½ to 41½ weekly, on an average.

### AVAILABLE

Claims Supervisor Fire and Casualty. Now employed as Claims Supervisor for Mid-West by nationally known company. Draft exempt. Twenty years experience. Address V-3, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

### ADJUSTER WANTED

For Midwest territory, young or semi-trained adjuster, not subject to draft, willing to complete training in Home Office bureau and then take over branch office. Supply complete data with small photo. Write V-15, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### WANTED

OFFICE MANAGER  
A well established General Agency in Northwestern Ohio has an opening for someone desiring inside work. All replies will be treated confidential. Address application giving age, experience, salary and draft status to Box U-3, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

## Admiralty Case Dispute in High Court Highlighted

The daily newspapers gave much prominence to the sharp language of Justice Roberts in a dissenting opinion in an admiralty case the other day but few of the papers reported the substance of the case itself which is Anton Mahnich vs. Southern Steamship Company. Justice Frankfurter joined Roberts in this dissent.

"The tendency to disregard precedents in the decision of cases like the present," Justice Roberts wrote, "has become so strong in this court of late as, in my view, to shake confidence in the consistency of decision and leave the courts below on an uncharted sea of doubt and difficulty without any confidence that what was said yesterday will hold good tomorrow, unless indeed a modern instance grows into a custom of members of this court to make public announcement of a change of views and to indicate that they will change their votes on the same question when another case comes before the court."

### Majority Opinion

Under the majority opinion, Mahnich was given recovery for indemnity as well as for maintenance and cure as a result of injuries that he suffered while a seaman on the Southern Steamship Company's "Wichita Falls." Mahnich fell from a staging which gave way when a piece of defective rope supporting it parted. The rope was supplied by the mate when there was ample sound rope available for use in rigging the staging. The question is whether the defect in the staging was a breach of the warranty or seaworthiness rendering the owner liable to indemnify the seaman for his injury.

The lower court gave Mahnich judgment for maintenance and cure but denied indemnity on the ground that the proceeding was brought too late to recover for the negligence under the Jones act and that the "Wichita Falls" was not unseaworthy by reason of the defective rope.

### Details of Roberts' Dissent

Justice Roberts in his dissent said that the case does not present a situation calling for liberalizing the maritime law in favor of seamen by abolishing the defense of a fellow seaman's negligence. Congress did that in 1920 but it required action in such situations to be brought within two years which it subsequently extended to three years. The sole question is whether recovery should be permitted beyond the time when Congress said action must be instituted. Mahnich has obtained care and cure to which as a seaman he was entitled. He failed timely to avail himself of his rights to sue under the Jones act. In an action under that statute the defense of the negligence of a fellow servant would not have been open to the company. His recovery vel non under the unusual circumstances can be of little importance to others than himself and the company, but in order to give him the demanded relief the court resorts to nullification of an earlier decision, *Plamals vs. Pinar Del Rio*, 277 U. S. 151, indistinguishable in fact and law, which has stood unquestioned for 16 years, and applied principles settled years before in the *Osceola*, 189 U. S. 158.

Point out the advantages of the new standard fire policy. For samples of pamphlets to send to policyholders write The National Underwriter.

### WANTED IMMEDIATELY

Male Auditor-Bookkeeper for the Home Office of a Capital Stock Fire Insurance Company in Central Western State (not in Chicago). Permanent and excellent opportunity for right man. Inform fully as to education, experience, references and beginning salary. Address V-11, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

Every Gulf policy outstanding was issued by or thru a licensed agent (or broker) who received full agency commissions . . . no exceptions.

Correspondence From Local Agents Invited

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Fire, Automobile & Inland Marine

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ANCHOR  
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PROVIDENCE, RHODE ISLAND

BOTH COMPANIES WRITE  
FIRE, WINDSTORM AND ALLIED LINES - OCEAN AND INLAND MARINE  
ALL RISKS - AUTOMOBILE - COMPREHENSIVE FIRE, THEFT AND COLLISION

## CHICAGO

### NATIONAL FIRE FIELD PARLEYS

Field men in the western department of National Fire are being brought into Chicago by groups for their annual conference. The first contingent, the Kansas field men, were in Chicago early this week and the Minnesota and Dakotas group will be in the city the latter part of the week.

### USE RENEWAL CERTIFICATES

A simplified renewal certificate for Cook county fire policies is being used by the North America companies. Its introduction follows a test recently conducted which showed that 58 to 85 renewal orders, picked at random, could have been renewed by certificate rather than by issuing a new policy. The study disclosed that renewal certificates can be prepared in one-third of the time required to issue complete policies.

### PIECE-WORK EMPLOYMENT

A number of Chicago housewives who were formerly employed in the western department of Firemen's are now doing policy writing work for that organization on a piece work basis at their own homes. Most of the policies so assigned are those for survey agents in Chicago and Cook county. The orders and the policies are delivered at the homes of these women by field men and the work is picked up two or three days later. The work is checked and the policies are mailed from the office. The management is well satisfied with the results under emergency conditions.

### CONFER ON 48-HOUR WEEK

The subcommittee of the general committee representing the insurance industry on the 48-hour work week in the Chicago area has conferred with officials of the War Manpower Commission in accordance with its understanding that further conferences would be held following submission of the general petition on behalf of the entire industry.

As a result of the conference the subcommittee has agreed to secure additional information embracing a complete breakdown of occupations by departments and duties from several offices to enable the WMC to obtain a better understanding of the insurance employment problem. It is anticipated that pending the submission of this additional information and further conferences with the WMC no decision will be rendered by the commission on any of the individual applications for exemption now on file.

In some cases WMC has asked that forms be signed by individual employees who are not available for a 48-hour work week because of household duties, other employment, or physical limitation.

If an office receives a communication from WMC which is not clear or which the office wishes to refer to the subcommittee for any reason, the subcommittee invites such references. The subcommittee is composed of Chase M. Smith, Lumbermen's Mutual Casualty; Rollin M. Clark, Continental Casualty; and Walter M. Sheldon, W. A. Alexander & Co.

### W. A. MILES HONORED

W. A. Miles, who operates the Miles & Miles general agency in Chicago, has been presented the "silver beaver" award of the Boy Scouts by the Northwest Suburban Council at the annual dinner

in Des Plaines, Ill. He has been active in scouting at Arlington Heights, his home, since 1932, having been scoutmaster, district commissioner, council vice-president and member of the executive board. The award is given for distinguished service to boyhood.

Miles & Miles will move early in March to 1030 Insurance Exchange building, where efficiently arranged quarters are being prepared. The agency has been in 209 West Jackson boulevard,

across from the Exchange, for 13 years. Mr. Miles has been in insurance 38 years and a general agent in Chicago over 25 years.

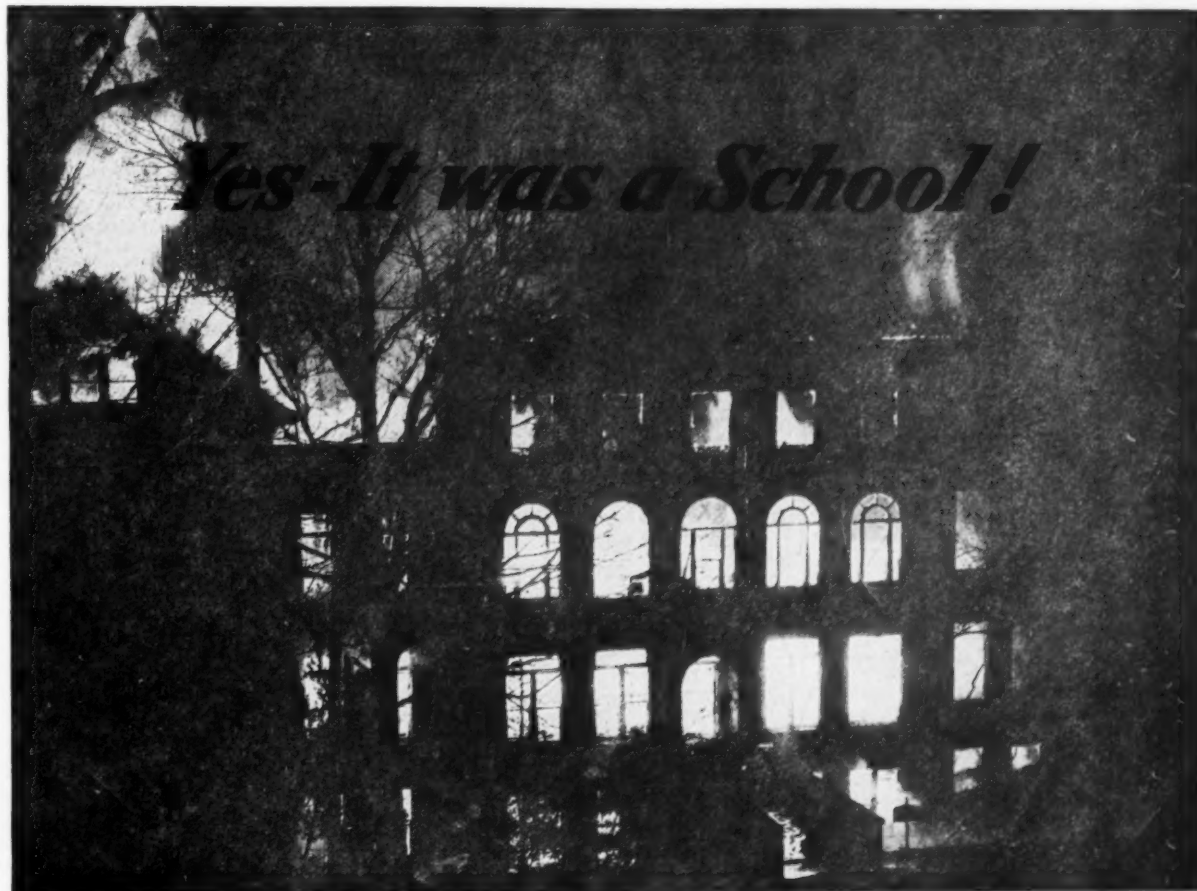
C. S. Pellet, head of the Critchell-Miller Agency in Chicago, will leave later this month for Winter Park, Fla., where he will spend his vacation.

### Two N.F.P.A. Changes

The National Fire Protection Association executive committee at its meet-

ing in New York appointed George W. Elliott board chairman. Mr. Elliott is past president of the association, former fire marshal and director of public safety of Philadelphia and general secretary of the Philadelphia Chamber of Commerce. The resignation of W. E. Mallalieu, general manager of the National Board, as member of the board was accepted and his successor is Harry E. Newell, assistant chief engineer, National Board.

## EVERY DAY—MAKE FIRE PREVENTION YOUR PERSONAL WAR WORK



## How Will Your Town Get a New One?

Even with no shortage of skilled workmen or materials—even with no priorities or transportation problems... if one of your schools burned, it would take months to build a new one.

In the face of existing difficulties—how long would it take today? And what would your townspeople do in the meantime?

Don't those questions make you want to do a fire prevention job? Don't you want to insist on inspections that will bring the removal of existing hazards... and the addition of better protection?

Your interest in preventing fire losses that can affect

your community is a worth-while war effort. You can do a lot alone—or you can multiply your influence by organizing your fellow agents to tackle all the fire danger spots in your town.

There is fine educational material available from the National Board of Fire Underwriters and the National Fire Protection Association. And our nearest fieldman will be glad to help you develop a result-getting program that can mean much to your town... not only now but for years to come.

There is this job to be done—everywhere. And you can be proud of your part in it.

### CASUALTY MANAGER

A Chicago general agency wants an experienced casualty and liability manager to take charge of their underwriting department. Draft exempt. Attractive salary.

Employer Pays The Fee

### FERGASON PERSONNEL

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Every Type of Property Insurance for Industry and the Home.



## Assail Biddle's "Criminal Action"

(CONTINUED FROM PAGE 5)

system alone, but for the preservation of private enterprise in the business. Administration, acquisition, adjustment, underwriting, and other costs should be studied and recommendations made for the good of the industry. A standing committee of agents and companies is needed.

The problem of broad form coverages—"the marriage of fire and casualty lines"—should be studied by the association because the question is increasingly acute.

The report urged study of the report of the standing committee of the National Association of Insurance Agents on agency qualification laws. A similar recommendation was urged for study of aviation insurance and appointment of an aviation insurance committee, broadening and improving coverages, and loss prevention, with emphasis on types of risks formerly considered extraordinary.

A better business program with prizes and a system of recognition and awards



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INSURANCE COMPANY**  
~ HARTFORD, CONNECTICUT ~

**P**REVENTION of  
fires and explosions  
is a very real part of  
our skilled engineer-  
ing service.



One of  
**THE TRAVELERS  
COMPANIES**  
Hartford, Conn.

for certain types of agency merits and service should be adopted.

The association should cooperate with like services in an alert interpretation of legislative actions. Reforms in the industry should come from within the business and not from those uninformed on its problems.

The agent owes it to himself and the future of his agency to study his office set-up, streamline his operations, organize his office to give the public efficient service, operate on a businesslike basis, and continue his leadership in his community. He should sell confidence and service rather than rate of dividend or cost. The best defense against competition is service.

Stating that insurance is the Nth Freedom—freedom from uncertainty—the slogan contributed by American of Newark, the report affirms that the agency system is the foundation of insurance service and the most vital problem is that of the agency vs. non-agency system of operation.

### Membership Record Is Set

An all-time high membership of 1,350, an increase of 200 since the annual meeting in October, was reported by F. L. Baldwin, executive secretary. The 1944 annual meeting will be held in New York, probably the third week in October. Practically all of the directors were present for the mid-year meeting, with Mr. Craft presiding. Dues were standardized for all active and associate members.

In preparing the post-war planning report, Mr. Swigart was assisted by J. M. Zachary, Greenville, S. C.; J. E. Magnus, Chicago; C. C. Jennings, Baltimore, and J. R. Chappell, Richmond.

### Ohio Farmers Parley Draws Group of 300

(CONTINUED FROM PAGE 5)

tion and inquiry, a continuing fight with non-agency carriers, more and more comprehensive coverages and a vastly increased interest and inquiry from the public appear inevitable.

C. R. Hastings, Akron, president of the agents association, called upon the members to justify their hire in the service they render. W. I. Vorys, a director of the company, presented the annual Ivy Trophy, based upon premium increase and loss ratio, to the southeastern Ohio district.

At the dinner, P. K. Tadsen, Port Clinton, O., agent and a director of the company, was presented with a silver tea and coffee service for his outstanding record of having attended 50 consecutive meetings. Mr. McVay spoke in deep appreciation of Mr. Tadsen's services and his standing in the insurance business and in his community. Three other veteran agents, F. M. Beckett, McConnellsville, W. O. Steever, Defiance, and W. S. Pollock, Defiance, all past presidents of the agents association, took a bow.

In the forums Tuesday morning, J. R. Hamilton, assistant secretary, led a discussion on the new standard fire policy. Paul Wilder, assistant secretary, on farm insurance and Charles Bishop, manager casualty department, on general liability lines.

## NEW YORK

### WOULD LICENSE ADJUSTERS

A bill providing for the licensing of all types of independent adjusters except those whose practice is confined to life, annuity and ocean marine average has been introduced in the New York legislature. Adjusters already in business on Jan. 1, 1926, would be licensed without examination.

A somewhat similar bill was first offered at the 1942 legislative session but was vetoed by Governor Lehman. Another bill was introduced last year but

### Byrd Bill Provides for HOLC Liquidation

WASHINGTON — Senator Byrd, Virginia, has offered a bill to facilitate liquidation of HOLC through transfer and cash sale of its assets to insurance companies, banks, and other institutions and individuals by June 30, 1946.

HOLC under the bill is directed as rapidly as is practicable to sell and transfer its mortgages, home-purchase contracts, repossessed real estate, and other assets.

All loan accounts shall be listed, with a short description of each loan and its present status, and offered for sale by places and counties and in blocks so as to encourage bidding by individuals and the smaller home financing or mortgage-lending institutions, as well as by the larger home financing or mortgage-lending institutions. All bids equal to present balances or better shall be promptly accepted and all bidders shall contract to continue the 4½% interest rate prevailing at the time of purchase and to continue all other terms.

### Liberal Terms Proposed

Property owned and that to which HOLC is in process of acquiring title shall be sold, giving present occupants the first opportunity to purchase at current appraised values. Down payments as low as 10% are authorized, and with terms not exceeding 15 years. Sales contracts and mortgages originating under this section shall be sold to private enterprise institutions if possible, but, if not so sold, shall be transferred to FHA.

Max Frischman, 67, secretary of the Ferd Marks Agency, New Orleans, for more than 40 years, died of a heart attack.

was garbled through a printer's error and was lost.

### L. W. BEERS REINS HEAD

L. W. Beers, North British & Mercantile, has been elected president of the Reins Club, the organization in New York of men connected with reinsurance departments of the companies.

### CHAS. E. SWAN, JR., ADVANCED

Charles E. Swan, Jr., who has been suburban manager in New York for Home, has been promoted to metropolitan agency manager. The new suburban manager is W. W. Allen, formerly assistant manager in that department.

## Garrison Seeks More Taxes on Interstate Forms

Interstate rating methods are being studied by Commissioner Garrison of California with the object of reducing the tax loss being sustained by the state due to failure of insurers to report the full premium for taxation on interstate risks. In a report to Governor Warren, Mr. Garrison states that in underwriting multiple located risks companies have been charging a lump sum premium figured at an over-all rate modified as competition demands. "This practice has resulted, in many cases, in establishing a premium which, when properly distributed to the subject matter insured, is considerably less than if computed at the approved rates in regulated states. To avoid the appearance of violation of the rating laws of those states, full premiums are reported to states which have rate-regulatory laws and the remainder, which as a rule amounts to only a fraction of the true premium, is divided among those states which do not regulate rates.

Premiums reported for taxation to California, which is an open or non-rate regulated state (except for workmen's compensation) are, in such cases, grossly understated, with the result that we are not receiving our proper amount of tax on the insurance business that is being written on properties and operations in California. It is impossible at this time to make any estimate as to the amount of this loss but it is believed to be sufficient enough to cause concern."

If necessary, the insurance department, through its legislative committee, working in conjunction with representatives of insurance companies, will make definite recommendations for legislative changes and enactments that will stop this discrimination and will insure California's full tax on business written in the state, Mr. Garrison reports, declaring he "is determined that something concrete be done in order that the present tax loss be stopped."

Plans for classifying examiners and having them specialize on one class of company are being considered by Commissioner Garrison, according to his report to the governor. From suggestions of members of the insurance department and studies of eastern insurance departments, Mr. Garrison is seeking to increase efficiency by developing specialists to handle various phases of the department's work.

## THE HALIFAX INSURANCE CO.

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**Fire—Marine—Inland Marine**



## S.E.U.A. Decision Won't End Matter, O'Connor Asserts

(CONTINUED FROM PAGE 4)

concerned would know where they stood.

In the event of a government victory, total or partial, Mr. O'Connor said he thinks the insurance spotlight will shift to Congress. A holding for the government will give the green light to national legislation on insurance and it may be assumed that every conceivable type of law will be introduced, both by friends and by opponents of insurance.

It should be remembered, Mr. O'Connor pointed out, that the S.E.U.A. case, though far reaching in its implications, is concerned with only one specific question: Whether or not the anti-trust laws apply to insurance. Thus, even a government victory will not change everything over night. The companies themselves have not been convicted of anything and a government victory would only send the case back to the district court at Atlanta to determine whether or not the companies have violated the anti-trust laws.

### Changes Will Be Slow

Although the case is a criminal action against the S.E.U.A., its member companies and their officers, Mr. O'Connor said there is little likelihood of anyone going to jail. If the government wins, the Department of Justice will in all probability follow its procedure with other businesses, working out a consent decree with the companies, outlining what is and what is not legal. That will take considerable time and other legislation will undoubtedly be introduced while this is going on. He said that regardless of the outcome of the cases, and regardless of the identity and political affiliations of the President and the majority of members of Congress, insurance, once in the national picture, is in there to stay.

Mr. O'Connor reviewed the background of past decisions and the history of the S.E.U.A. and the Polish National Alliance cases. The great weakness in the established cases relied on by the insurance companies is that they upheld the authority of state governments over insurance, but did not positively deny that the federal government had any supervisory power. Attorney General Biddle naturally pushed this point hard in his argument.

Mr. O'Connor warned the audience against trying to guess the decision from the attitude and questions of the justices, pointing out several previous Supreme Court cases in which observers have guessed wrong. He said the decision might be expected any Monday from now on. He said he is convinced from the attitude of the justices that they regarded the S.E.U.A. case as tremendously important and that, regardless of what the decision may be, he believes the insurance companies had a fair hearing and will receive utmost consideration.

Asked from the floor about the effect of the brief filed by 33 states, Mr. O'Connor said that this was not part of the oral argument and that the justices may never indicate how much weight they gave it. He said he believes, however, that it made a strong impression and it may have been a major reason why the government laid such stress on its argument that a decision for it would not upset state supervision.

### Would Bar Libel Cover

WASHINGTON — Representative Rankin, Mississippi, has introduced a bill to prohibit insuring people for damages resulting from libel.

### New Move for New York Probe

NEW YORK—Assemblyman Albee of Sullivan county has introduced in the New York legislature the same resolution which he unsuccessfully sponsored last year, calling for a complete

study of fire and casualty rates in New York. The resolution goes beyond that introduced several weeks ago by Assemblyman Morrissey of New York City in that it includes casualty as well as fire. The Morrissey resolution called for a \$25,000 appropriation.

## Ask Probe of Cleaners' Insurance Charges

BOSTON—The Massachusetts insurance department, at the instance of the Boston Better Business Bureau, is making a study of the practice of cleaners in collecting insurance fees from cus-

tomers. Many thousands of dollars are paid in for this form of so-called "insurance," the bureau states, and it is questionable if any protection is afforded.

### J. F. Dissell Now Secretary

J. F. Dissell has been elected secretary of the fire companies of the Aetna Life group. Miss Marion Bills, assistant secretary of the life company, was elected to the same office in Aetna Casualty and Automobile.

Point out the advantages of the new standard fire policy. For samples of pamphlets to send to policyholders write The National Underwriter.

## Perry Glover to Denver General Agency Post

Perry J. Glover, for several years manager for the Rocky Mountain territory for New Amsterdam Casualty with headquarters at Denver, and who has lately been doing supervisory work on the coast for American Casualty at Los Angeles, has joined E. W. Shaw Company, Inc., as executive vice-president. The office is general agents for Colorado, Wyoming and New Mexico for Gibraltar F. & M., Southern Fire Underwriters, Home Indemnity and Employers Casualty.

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## EDITORIAL COMMENT

### NRA and State Supervision

The Justice Department's attempts to find fault with state supervision of insurance stand in interesting contrast to the unqualified endorsement of state supervision given by another branch of the federal government, the National Recovery Administration 10 years ago. Back when NRA codes were being promulgated for many industries, an insurance code was proposed with the sponsorship of the National Association of Insurance Agents, which wanted a standard of fair practices included. In due course, however, the National Recovery Administration decided against having codes for so-called service industries, including insurance and banking, and issued an official statement on this decision which included the following about insurance:

"The insurance companies, insurance agents and brokers sell a variety of services, in many instances highly complicated in detail and difficult for the purchaser of insurance to understand. The states have long recognized this and have placed the business under strict regulation supported by appropriate state legislation."

The statement went on to say that the National Recovery Administration recognized the difficulties of administering a code with fair trade provisions in connection with a service industry but that if a so called service industry were practically unanimous in desiring such a code and could submit one which was practicable from an administrative viewpoint, "it would surely be given every consideration."

### The Enemy Selects the Weapons

There has always existed in the insurance business, as in others, two philosophies of meeting situations which involve the relations of the business with the public. One of these is to be reasonable, hoping opponents will be reasonable; give ground and keep ground. The other is to fight vigorously, on the conviction that enemies

will push and shove, that if they get their foot in the door they will take over the whole house. The current efforts of insurance to meet federal attempts to establish control over insurance and to extend social security illustrate that it is the opponent selects the weapons and determines the course of action that must be followed.

### More Selectivity at the Source

Keen observers are cognizant of the fact that there is a dearth of what might be called strong, capable executive material down the line in insurance activities. This has caused much apprehension as to the future and particularly so as many potential executives will be lost on account of the war. A large number of young men are in the service who gave promise of developing into first class talent along administrative lines but many will not return or if so many will be impaired.

However, insurance interests realize that for the highest good of the business there must be infiltrated into the system men of capability of development, possessing characteristics that demonstrate leadership.

An executive in speaking of his own experience gave it as his opinion that too little attention is paid to the employing of junior clerks or even office boys. He stated that greater selectivity should be made at the source, that is, when young men are employed for minor positions they should be put through a more searching analysis in order to ascertain if possible some of the ele-

ments of their character. In cases of this kind too much of the hit and miss method is employed, that is, young people of fair appearance are employed to fill certain positions regardless of what may be ahead in the way of promotion. Their background, inheritance, education, character and adaptability are not studied as they should be.

Another chief executive said that his institution did not employ men in the higher brackets unless they were, as he put it, presidential timber. These two men have something of the same view although the first one would start at the beginning and not wait until the half way point had been reached. There is much in a man growing up with an organization, learning its ways, becoming saturated with its activities, knowing its people higher up.

Regardless of the ingenuity and careful judgment in selecting men for minor places that are expected to start up the ladder it will be found that mistakes will be made and that some who gave promise of being exceedingly useful and desirable will fall by the wayside. However, out of the number started there

will be a few that still possess managerial timber and are capable of leadership. In order to build a strong organi-

zation it is certainly necessary to have young men of superior mold gradually coming into it.

## PERSONAL SIDE OF THE BUSINESS

**John J. Ward**, regional manager for Royal-Liverpool at Newark, is recovering at Mountainside Hospital, Montclair, from injuries that he suffered in December in an automobile accident.

**A. V. Gruhn**, general manager of American Mutual Alliance, is enjoying a vacation in Arizona.

**Capt. Patrick F. Tiernan**, in charge of insurance work in the War Department transportation division, was married Saturday to Grace B. Dunne in Brooklyn. Capt. Tiernan is well known in New York insurance circles.

An unusual solution of the office help problem has been worked out in the agency of **William Fisher**, Carrollton, Ky., who has been in business there more than 60 years. After an absence of nearly 58 years, Mrs. Fisher, who worked in the office before their marriage, has returned and is now writing the policies, keeping the books and doing the stenographic work. Mr. and Mrs. Fisher recently celebrated their 60th wedding anniversary.

The University of Chicago civil affairs training school, concentrating in educating army and naval officers in Japanese and in all matters which have to do with Japan, has invited **Alfred Manes**, professor of insurance at Indiana University, and coordinator of foreign area and language classes of the ASTP, to give some lectures on Japanese social and private insurance situation.

**C. William Johnson**, assistant secretary of North America, has been re-elected to the board of the Chamber of Commerce and Board of Trade of Philadelphia.

**Milton C. Miller**, Kentucky state agent of Royal, who has been ill for more than a year, since suffering a stroke, has gone to a private hospital near Pewee Valley, Ky., 30 miles east of Louisville, for some special treatment.

**Ed C. Knoop**, Kentucky state agent of Aetna Fire, on March 1, will have completed 25 years of field service for Aetna. He left the old Louisville National Banking Co. 31 years ago to go with the Kentucky Actuarial Bureau and six years later joined Aetna.

**C. W. Pierce**, president of Factory Insurance Association, has returned from a western trip during which he spent a week at the Pacific Coast regional office and visited the western regional office at Chicago. He and Manager **F. H. French** of the Pacific office were the speakers at the office's annual conference. Mr. Pierce reviewed the problems and progress in connection with the consolidation of the F. I. A. into a national organization as of last July 1 and the later admission of new members and the liquidation of the Western Sprinkled Risk Association. Attendance was about 125, the largest in the history of these gatherings.

Outlining the F. I. A.'s objectives Mr. Pierce said that they are to develop its service in the public interest and that the public interest cannot be served unless producers are fairly compensated

for service actually rendered and unless member companies may anticipate a reasonable return for risks assumed.

**Denis W. Delaney**, former local agent of Lawrence, Mass., and president of the Lawrence Board, has become collector of internal revenue in Boston.

**Clyde B. Helm**, secretary of the Insurance Federation of Minnesota, and Mrs. Helm went to Cincinnati to see their son, Dr. Everett B. Helm, conduct the Cincinnati symphony orchestra and Western college choir in the premier of his own composition, "Ballad of the Times of Man". Dr. Helm is chairman of the music department at Western college.

**Mrs. Hugo Dalmar**, head of the Chicago agency of Hugo Dalmar & Co., will leave later this month for Phoenix, Ariz., where her son Hugo, Jr., is in preparatory school. He will graduate in May and his mother will remain over for the event. He will probably enter the University of Arizona in the fall.

**A. C. Heriot**, special agent Providence-Washington group in Los Angeles, is celebrating his 25th service anniversary. He was transferred to Los Angeles in 1937, after service in other parts of California, Utah, and Nevada.

On the completion of 50 years in the service of Hanover Fire, President **Fred A. Hubbard** received many congratulatory messages and calls.

**Lieut. John B. Johnston**, who in private life was associated with Marsh & McLennan and is a son-in-law of Harold V. Smith, president of Home, is a prisoner of war in Germany. He had previously been reported missing after a flight over Bremen.

**Ward Seabury**, president of Marsh & McLennan, is on a Pacific Coast trip and will be away about a month.

**Charles H. Coates**, former vice-president of National Liberty who retired some years ago, has suffered a heart attack and is at St. Anthony hospital, St. Petersburg, Fla. He had pneumonia early in the winter but was reported recovering when he suffered a relapse which was followed by a serious heart condition.

## DEATHS

### Veteran St. Louis Agency Leader Dies in Cal.

**Charles L. Crane**, 83, formerly of St. Louis, for many years one of the outstanding agents of the middle west, died at his home in Beverly Hills, Cal. He had been in very poor health for two years.

He started at 15 as an office boy and junior clerk in a local agency. When he became 21, he formed his own agency, now known as the Charles L. Crane Agency Company, and remained as the active head of the agency until the early '30s. However, in 1921 he



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divided the business among the principal partners under a contract of purchase under which they were to liquidate his interests out of the earnings of the agency. He also entered into a 10-year management contract, so that the agency would continue to have the full advantage of his experience and knowledge, but withdrew entirely about 1933 and thereafter devoted his entire time to his holdings in California.

During his entire career he was known as an "agents man." He was an aggressive personality and would "roll up his sleeves and fight" when the occasion demanded. In 1917-1919 Mr. Crane was president of the Fire Underwriters Association of St. Louis and also served several terms as president of the Underwriters Salvage Corps.

**William Greaves**, 53, San Antonio local agent, died there. He had been in poor health for a year, but he had worked at his home during that period. He was a native of England and came to the United States during the first World War as a bayonet instructor. He was then a captain in the British army. He became special agent for the R. E. Coughanour & Sons general agency of Dallas and in 1928 went to San Antonio with the E. J. Frazer Company agency. In 1936 he opened his own agency. He had served as director of the San Antonio Insurance Exchange and as chairman of the casualty committee of the Texas Association of Insurance Agents. Mrs. Greaves was associated with him in the agency and probably will continue it.

**J. K. Pratt**, 69, one of Oregon's pioneer agents died at his home in Eugene following an illness of several months. He opened his own agency there in 1911, shortly after going to Oregon from Missouri. Crosby Owens, son of Craig Owens, assistant Pacific Coast manager of Atlas Assurance, in 1931 formed a partnership with Mr. Pratt, which continued for seven years. He was prominent in the Oregon Association of Insurance Agents, and was elected the second president of the newly formed association in 1930. His death causes the first break in the ranks of the past presidents of the association.

**P. G. Lapey**, 72, president of the general insurance agency of Deuel, Lapey & Co., Buffalo, who retired last

August as general agent in Buffalo of John Hancock Mutual Life, died there from a heart ailment. He was a former president of the Buffalo Life Underwriters Association.

He entered the insurance business in 1904 with the late Herbert C. Deuel. The present firm is the outcome of that partnership.

**John P. Humphreys**, counsel for Whitney & Miller, independent adjusters of Chicago, died at the age of 44. He had been associated with that firm for 18 years after graduation from University of Illinois and being admitted to the Illinois bar. Mr. Humphreys was captain of the U. of I. golf team and national left-handed golf champion in 1922. He represented fire, casualty and marine companies for subrogation and had much experience in insurance trial work.

**Baldwin Starr**, one of the pioneer agents of Los Angeles, died there. At the time of his death he was associated with the Halm-Decker Co.

**Henry Bass**, 81, of the Audiss, Bass & Laabs agency, Oshkosh, Wis., died at a hospital there following a fall down the stairs of his home, which resulted in a skull fracture.

**William D. Ellett**, 59, president of the Ellett & Short agency of Washington, D. C., died after a brief illness. He was a past president of the Insurance Club of Washington and at one time was chairman of the governing committee of the Underwriters Association of the District of Columbia. Prior to entering the agency business he was secretary of Arlington Fire.

**Joseph C. Rielage**, superintendent of the Cincinnati district office of the Ohio Audit Bureau since 1917, died there. He entered insurance in 1896 with C. Gordon Neff & Co. His son, Joseph, Jr., is with the Frederick Rauh & Co. agency, and another son, Ben, operates the Rielage agency. A son-in-law, Ray Rahtz, has been associated with Mr. Rielage in the audit bureau.

Each year when the Cincinnati Blue Goose held its fall jamboree Joe Rielage, an ardent baseball fan, organized and captained the local team. His men invariably defeated the upstate team.

**C. Warren Dillaway**, 69, for 45 years a surveyor and appraiser of damaged marine cargoes in Boston, died at his home in Newton Highlands, Mass. He had served as claim agent for marine underwriters of Paris, Havre, Bordeaux and Marseilles from 1922 until the outbreak of the present war, and retired in 1942.

**Luther H. Baker**, 71, president of Michigan Millers Mutual Fire, Mill Mutuals agency, Michigan Shoe Dealers Mutual Fire, and Michigan Adjustment Bureau, and chairman of Grand Rapids Merchants Mutual Fire, died in Lansing hospital three days after suffering a heart attack while in a downtown club.

Mr. Baker had assumed the several presidencies within the past few years having become president of Michigan Millers in 1941 upon retirement from that office of his brother, A. D. Baker. He had been president of Michigan Shoe Dealers since 1935 after many years as its secretary, an office he also held in Michigan Millers from 1927 to 1935.

A native of Lansing, Mr. Baker was a son of Luther Byron Baker, the noted civil war officer who captured Lincoln's assassin, John Wilkes Booth, and who went to Lansing and established himself in business partly with bounty money received for this exploit. He graduated from Michigan State College at East Lansing, the suburban city where he subsequently served as mayor from 1925 to 1928.

After leaving college, for several years he served as principal of several Michigan high schools. In 1903 he became associated with his brother in Michigan Millers.

Mr. Baker served as president of the Association of Mill & Elevator Mutual Insurance Companies and of the Feder-

ation of Mutual Fire Insurance Companies.

Among those attending the funeral Saturday were Eugene Arms, head of the Mill Mutual Fire Prevention Bureau of Chicago; C. R. McCotter, president Grain Dealers National Mutual, and John Arnold, vice-president National Retailers Mutual.

A son of A. D. Baker, Stannard L. Baker, is vice-president of Michigan Millers and is a very important factor in the organization.

**Don W. Priest**, 30, who was formerly employed in the accounting department in the Chicago office of America Fore, died Feb. 3. Two of his brothers are in the insurance business, Frank T. Priest of Dulany Johnston & Priest, Wichita and Ray Priest, Topeka, state agent of Royal-Liverpool.

**A. C. Klein**, veteran local agent of Spokane, Wash., died there after a prolonged illness.

**Vern Tracy**, 44, special agent in the Pacific Northwest for Central Manufacturers Mutual, died from a heart attack recently. Before joining Central Manufacturers, he was a local agent in Sacramento and later in the field for Fireman's Fund.

**James L. Goodwin**, 64, a director of Standard Fire of Hartford since 1927, died.

**J. Robert Muhs**, 52, Louisville local agent, died there after a short illness.

**Charles F. Mero**, 44, vice-president of Bayly, Martin & Fay, Los Angeles brokerage insurance firm, was killed in an automobile accident, while en route from Palm Springs to El Centro. He was a native of San Francisco, and was associated in that city with J. B. F. Davis-Marsh & McLennan. He was promoted to manager of the Los Angeles office of that firm and later transferred to New York City. He returned to the Pacific Coast in 1936 and joined Bayly, Martin & Fay.

**Charles E. Fisher**, manager of the insurance department of the Merchants Trust Company, Muncie, Ind., died there. He had been ill since Christmas. He was secretary-treasurer of the Muncie Insurance Board.

**Richard C. Janion**, 65, president of Janion & Clark agencies, Vancouver, B. C., died after a month's illness. He was branch manager in British Columbia for London Guarantee from 1912 to 1931, when he formed his own agency.

**Louis M. Larson**, president of Patrons Cooperative Fire, Osseo, Minn., dropped dead while addressing a meeting of his company.

**James A. Walsh**, 74, Missoula, Mont., local agent, died at his home there.

## IN U. S. WAR SERVICE

The service flag of Republic of Dallas now contains 48 stars, including one gold star.

**Frank Distel**, for three years state agent in Arizona for Home, has entered service.

**Karl Groce**, adjuster in Phoenix for Employers Liability, has entered service.

**R. S. Ricketts**, National Automobile, and **C. R. Voges**, Globe Indemnity, Indiana field men, have entered service.

**James O. Easterday**, for two years an inspector at the Paducah, Ky., office of the Kentucky Actuarial Bureau, has joined the navy.

**Lloyd B. Beattie**, former special agent in Seattle of Home, is in England with the M. P.'s.

**Pfc. O. T. Stribling**, formerly with the Newton Finance & Investment Co. agency, Newton, Kan., has landed in Ireland, following training in the quartermaster school at Ft. Francis E. Warren and the transportation school in Boston.

**Harold W. Dunn**, formerly with the Reitan, Lerdahl & Co. agency, Madison,

Wis., has been promoted to sergeant. He has been stationed in New Guinea.

**Shelby H. Green, Jr.**, son of the president of Insurers Indemnity of Tulsa, has been advanced to lieutenant (j.g.) in the naval reserve. He is teaching instrument flying at the navy instrument school at Atlanta. Just the other day he became the father of a son, Shelby H. Green, III.

**R. R. Hufstader**, former Iowa state agent of Millers National, who is in military service, has been promoted to major. He is stationed at Ft. Crook, Neb.

**Robert G. Scobie**, Milwaukee, Wisconsin state agent for Atlas, has been sworn into the navy as an ensign and will report for duty at Tucson, Ariz., Feb. 15. For the present Mr. Scobie's post will not be filled by Atlas.

**Raymond Ward**, Illinois claim man for Standard Accident, Chicago, is now serving in the infantry at Camp Wolters, Tex.

**Donald Wood, Jr.**, of the prominent Childs & Wood agency of Chicago was inducted into the army Monday and is awaiting orders to report at Ft. Sheridan, Ill. Mr. Wood is the author of the Casualty & Surety Training Course of THE NATIONAL UNDERWRITER.

**Frank J. LeMonnier**, for the past 13 years with the brokerage department of Crum & Forster in Chicago, has gone into the army.

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## N. J. Rating Bill Geared to Moves in Washington

**Would Make All Fire,  
Casualty Tariffs Subject  
to State OK**

NEW YORK—In the first move by any state to stave off chaotic conditions in the event the U. S. Supreme Court decides against the South Eastern Underwriters Association and Congress fails to pass the states rights bills, Commissioner Agger of New Jersey is sponsoring a bill, introduced in the legislature this week, to make all fire and casualty rates, whether filed by rating organizations or individual insurers, subject to departmental approval before being made effective.

The New Jersey schedule rating office now files fire rates with the department but approval is not required. The bill applies to all forms of insurance with the exception of compensation and employers liability for which rating bureaus have long been established by statute, and marine (including inland), credit, life, accident and health, and annuities.

The bill has been drawn with an eye to averting any conflict with either the federal or New Jersey anti-trust laws. It gives the companies the right to have rating organizations that do not conflict with or violate any anti-trust law.

### One Step Removed

"It would be next door to the making of dates by the state," was the way that one man who is thoroughly familiar with the bill described it.

It is evident that the drafters of the bill had in mind not only the relevant decisions of the U. S. Supreme Court but statements by U. S. Attorney General Biddle indicating that state-made rates, such as those of Texas, or rates subject to state approval would not be regarded as being in conflict with the federal anti-trust laws.

The reasoning back of the bill is believed to be that it would be against the public interest as well as that of the companies and agents to have a period of cutthroat rate-cutting and that even though the federal government subsequently decided to regulate insurance it might take years to overcome the harm that a few months of open rate warfare would effect.

### States Will Be Aggressive

Another point that has been brought out is that even though the Supreme Court should decide in favor of the S. E. U. A. or the states rights bills should become law, the insurance commissioners and governors who have supported the states rights bill and the attorneys general who filed briefs as amici curiae in the S. E. U. A. case will very likely feel morally obligated to examine their state statutes to see that there is actually the degree of regulation over insurance rates that there should be and that hence, whether they are held to be subject to the federal anti-trust laws or not, the companies should expect a closer supervision over rates in those states where insurance departments are not required to approve rates.

The New Jersey bill is said to meet the requirements of the Sherman act more closely than does the present New York rating law, which permits the department to disapprove rates but does

## "Comp" Hearing Slated to Be Held in N. Y. March 1-2

Superintendent Dineen of New York is holding a public hearing March 1-2 to reconsider existing workmen's compensation rating plans. At the same time the question will be considered of any modification, extensions or refinements of existing plans. There will also be considered a pending filing that has been made in connection with the rating of stevedoring risks.

## Surgical Benefits Insurer Projected

Announcement is expected to be made, perhaps this week, of the formation of a stock life company in Maryland, to write surgical benefits exclusively. The projected company will be owned by strong financial interests and the program is to have the insurance sold to supplement the coverage provided by the Blue Cross hospitalization plans. The project has been developed in consultation with leaders in the Blue Cross movement. The Blue Cross organizations in most states are not authorized to sell surgical benefits and that is believed to be something of a handicap, as many individuals desire such indemnity as well as hospitalization.

## Am. Foreign Syndicate Enters Casualty Field

The American Foreign Insurance Association has taken steps to enter the casualty field. The business will be underwritten by the casualty affiliates of member companies including Bankers Indemnity, Fidelity & Casualty, Glens Falls Indemnity, Great American Indemnity, Hartford Accident, Home Indemnity and St. Paul-Mercury Indemnity. E. G. Hitt, Jr., who was formerly connected with the James S. Kemper organization at Atlanta, will handle the casualty production work.

## U. S. Chamber Plans SS Conference in Chicago

WASHINGTON—A second social security conference of the U. S. Chamber of Commerce, to be held in Chicago, is under consideration, it was announced in connection with the recent chamber board of directors meeting here.

## Great American Indemnity Figures

Assets of Great American Indemnity at the year end stood at \$24,100,993 compared with \$21,967,257 the previous year. Premium reserve is \$4,209,313 as compared with \$4,565,930, loss reserve is \$8,581,281. Capital is \$2,000,000 and net surplus \$7,719,350. At market the assets would be \$24,923,361, policyholders surplus \$10,591,718. Net premiums written were \$10,606,730, a decline of about \$300,000. Losses and loss expenses incurred were \$5,442,744, about \$300,000 higher. The gain from underwriting was \$388,985.

not specifically state that the rates must have approval. One of the cases on which the New Jersey bill relies is the U. S. Supreme Court case of Parker vs. Brown, which upheld the right of a state to compel individuals or corporations to follow cooperative practices which would have been a violation of the federal anti-trust laws if the participants were doing so without the state's rights specific direction.

## Responsibility Act Upheld in Mich.

**Injunction Is Dissolved  
—Will Appeal to State  
Supreme Court**

DETROIT—Constitutionality of Michigan's automobile financial responsibility act was upheld in a decision by Circuit Judge Marschner of Wayne county. In rendering the opinion he dissolved a temporary injunction granted last summer by Judge Miller which had prevented the act from becoming effective last July 29.

Attorney E. N. Barnard, representing five auto owners as plaintiffs said that Judge Marschner's decision would be appealed to the Michigan supreme court. Such an appeal, which must be filed within 20 days, might tie up the operation of the act for a considerable time since appeal litigation cannot be heard in Lansing until the April term.

"There is no basis for upholding the plaintiffs' contention that municipalities do not have the right to exercise control over streets and highways," said Judge Marschner. "Appalling misuse of the highways by irresponsible drivers has brought forward the urgent problem of insuring persons injured or the families of persons killed in auto accidents that the person liable for such loss will be in a position to pay it."

### Power of State Explained

The court explained that it is apparent from a careful reading of the act and its amendments that the financially responsible driver and the careful motorist who avoids accidents could drive without liability insurance. "The power of the state to cancel a license necessarily includes the power to determine for what causes and in what manner the revocation shall be made; and since the right of exclusion belongs to the state, the means by which it accomplishes that result are not the subject of judicial inquiry. Any appropriate means adopted by the state to insure competence and care by its licensees to operate motor vehicles and to protect others using the highways is consonant with 'due process of law.'"

The mere fact that a rule of law may in certain instances work a hardship does not violate the due process clause of the constitution, he held, provided it operates without any discrimination against all persons.

Mr. Barnard said he would expedite the filing of an appeal so that the matter can be considered by the supreme court at its April term. Maurice Moule, assistant attorney-general, said the state would not object to continuance of the injunctive order pending the final adjudication if the appeal were filed in time for April review.

George O'Connor, director of the financial responsibility division, estimates that over 5,000 accident reports have been filed in compliance with the law since its effective date despite suspension of its enforcement. He estimates that 16 or 17% involve uninsured motorists.

### Accident Deposits in New York

Nearly 200,000 accident reports were received by the safety responsibility section of the New York motor vehicle bureau last year. Uninsured motorists put up \$681,685 during the year of which \$425,928 was refunded or paid to victims. Since the law was enacted two years ago 10,000 uninsured motorists had deposited \$1,249,048 and \$485,376 of that has been paid in refunds to innocent parties or to those settling claims and in payment of judgments.

## 4-Way Compensation Plan Gives Insurer Much Latitude

**Offers Company Choice  
of Basis on Which  
It Will Accept**

NEW YORK—A valuable feature of the four-way compensation rating plan that has tended to be overlooked is that it gives the insurer a degree of latitude in underwriting a risk that is possible in no other type of rating. The insured has four plans from which to choose but the company also has a choice as to the basis on which it will accept the risk. This works both ways, that is, the company is just as anxious to have the insured take a plan that will work out to his advantage as it is to see that an undesirable type of risk takes either retrospective plan B or C and not the guaranteed cost plan or retrospective plan A.

In this respect the four-way plan refines the objectives of the original retrospective plan, which were to give a more equitable rate to the risk that deserved it and also to get an adequate premium for the risks on which the going rate was inadequate.

The insurer of course has to be on the watch that the insured with a probable bad record does not select against the company by choosing the guaranteed cost plan or plan A, in which the standard premium is the maximum. Plan B is the logical answer, for the company can say, in effect, "If your record turns out to be as good as you say you will come out better with plan B."

Either plan B or C is sufficient safeguard against adverse selection but it is believed that plan C will be used by fewer than one-tenth of 1% of all risks. It is of value in certain types of cases, however. Not long ago a contractor with an excellent record in New York that had earned him an experience rating credit of around 40% got a big job in another state where he had never operated before, and where his experience credit could not be applied. Without the four-way plan it would have been necessary to charge him the manual rate, when 50% of manual would have been nearer the mark. The answer was to take plan C. The way claims is currently running the risk will get a credit of more than 50%.

### Virginia O.D. Bills Filed

RICHMOND—Identical bills providing for occupational disease compensation on a schedule basis have been filed in the Virginia senate and house on the recommendation of the Virginia legislative advisory council.

A Virginia house bill provides for mandatory \$5,000/\$50,000 bodily injury and \$5,000 property damage insurance on school buses.

## Casualty Man in National Surety Head Office Post

NEW YORK—J. F. Idler, formerly supervising underwriter of Zurich in Chicago, has joined National Surety in an executive capacity. He started with Hartford Accident and was superintendent of the liability department. Previously he was in the construction business.

## Buyers Hold Spirited Session on Boiler Cover

Questioning of George C. Bonstelle, vice-president of Lumbermen's Mutual Casualty and American Motorists, was spirited and extensive following his talk on "Boiler and Machinery Insurance" at the second in a series of insurance lectures sponsored by the Chicago Association of Credit Men. The session was opened by E. B. Moran, manager of the central division of the National Association of Credit Men, who outlined the importance of property insurance coverage in extending credit. G. H. McClure, secretary of Lumbermen's Mutual Casualty and chairman of the credit men's insurance committee, acted as moderator for the question and answer session. George E. Hofmeister, vice-president Continental Casualty, will discuss general liability coverage Feb. 14.

Rate increases in boiler and machinery coverage, Mr. Bonstelle said in response to a question, can be expected in the near future, probably by March 1. He said rates were down about 20%, which are, it is generally admitted, inadequate, but the companies still are apart on the factors to be used in arriving at higher rates. Increased rates, he said, will not make much difference to the companies for some time because a great part of the business has been written for three or four years at the low tariffs.

Another question brought up the problem of what assured is to do when there is an overlap in coverage between the boiler and machinery insurance and the extended coverage of the fire policy. Mr. Bonstelle said that he used to tell assured that since the coverages were inexpensive, assured should buy both. However, he has come to believe that this probably is not a wise thing to do. Whenever there are two companies on the same risk, he said, and a loss occurs, the buyer is likely to suffer.

A buyer asked the order of payment under a boiler policy that includes personal injury protection. Mr. Bonstelle said that the company first would pay for the damage to the insured object, secondly for damage to property of assured, third for damage to property of others, and finally, if there were no primary insurance such as O.L. & T. or Manufacturers public liability, for personal injuries.

"What is the difference between a boiler and a furnace?" To this question Mr. Bonstelle answered that a boiler is a chamber containing steam or water and that a furnace is a fire chamber. The furnace explosion coverage is optional, he said, because this is the point at which fire coverage overlaps. The extended coverage of the fire policy gives assured furnace explosion protection. However, he said, the overlap is not complete because the fire policy is a two party agreement and the boiler and machinery contract a three party instrument. The fire policy does not pay for damage to property of or injury to third parties.

This brought up the question of how coverage is prorated between the casualty and fire carriers where both are on the same risk. Mr. Bonstelle said that the theory was that the two coverages paid in proportion to the liability assumed, but this is not always the case. Some fire policies exclude liability where there is other insurance.

Another questioner wanted to know why he should buy boiler and machinery use and occupancy which contains a priority exclusion clause. Mr. Bonstelle said that he had yet to experience his first controversy over a priority cause. The existence of that clause has not prevented insurer and insured getting needed materials, and it has not taken too long to establish such priorities.

No two experts agree on the depreciation that should be figured on a machinery loss, Mr. Bonstelle said in answer to another question. While it doesn't sound very scientific, it gets down to a matter of give and take, he said. The insurer starts with a depreciation of 5% per year on a transformer or a motor. On a turbine this figure would be 2½%, and about 2% on a steam engine. Then assured presents what he thinks the depreciation should be, and a compromise is worked out.

### Accountants Rally March 17

NEW YORK—The Association of Casualty & Surety Accountants & Statisticians will hold its annual meeting March 12. Discussion will center on suggestions for simplification and improvement of the annual statement blank and further standardization of filing requirements of all states in view of the desirability of eliminating all but essential data during the war. There will also be discussion of the accounting and statistical problems arising from the new four-option compensation rating plan.

The shift from custom-tailoring in the retrospective field to mass production has brought a number of problems. In addition there are such problems as for example the fact that in Michigan credits can be applied only to intrastate business while in other states the experience of two or more states under the plan can be lumped.

Annual meetings of the voluntary assigned risk plans of New York, New Jersey, Connecticut and Pennsylvania will take place Feb. 17 in New York.

### Urge Extension of CPT Program

WASHINGTON — Representative Gathings has introduced H. R. 4092 to extend the civilian pilot training act of 1939 to July 1, 1949. The present act expires July 1, this year. Senator McCarran of Nevada appeared before a Senate commerce subcommittee hearing on a companion Senate bill to extend the training program and stated that army air force casualties had been so far below expectations that the U. S. now has a superabundance of trained flyers. The war department, he said, and the navy plan to cancel all CPT programs. Representatives of colleges, flight operators, aviation trade associations and chambers of commerce urged extension of the program as a war necessity, as preparations against future attacks, etc.

### To Discuss Compensation Claims

The Casualty Underwriters Association of New Jersey at its luncheon meeting in Newark Feb. 14 will take up workmen's compensation claim problems. Two representatives of the Association of Casualty & Surety Executives and three attorneys, Ed. J. O'Brien, Arthur Mead and A. L. Reid, who have been handling compensation cases for several companies, will take part.

### Inspection Talk in Peoria

At the February meeting of the Peoria (Ill.) Accident & Health Association, O. F. Hewlett, Peoria manager of the Retail Credit Company, spoke on "Insurance Inspections." He spoke particularly of inspection problems created by the war, including those of personnel and transportation, and how agents can help.

At the next meeting March 10, George H. Means, manager of the O'Fallon Park district of Metropolitan Life in St. Louis and president of the St. Louis Association of Life Underwriters, will give the talk he gave in Des Moines recently on "A Victory Garden of Prospects." It is hoped to make this a joint meeting with the Peoria Life Underwriters Association.

### Head Indiana Special Agent

J. Frank Miller, resident manager of Maryland Casualty's Indiana branch in Indianapolis, has appointed Wallace M. Head as special agent. He has been with Fidelity & Casualty for 15 years.

## Am. Surety Hits Premium Peak

American Surety in its annual report, shows net premiums written of \$13,252,399, the largest in history, an increase of \$185,442 over 1942.

Underwriting profit and investment income, less reserve but before federal income taxes, was \$2,083,521, increase \$228,285. After providing \$675,000 for income taxes, net operating income was \$1,408,521, increase \$153,285. Surplus increased by \$1,365,175 and stands at \$8,368,810.

Assets are \$35,092,056, as compared with \$31,132,295 the previous year.

### Queries Insurers on Deviations

Commissioner Hodges of North Carolina has sent insurers a questionnaire asking what manual is used on liability other than automobile, burglary and theft, plate glass, boiler and machinery, fidelity-surety and forgery, automobile collision, property damage other than automobile, and other lines, and requesting that companies indicate whether they make any deviations from such manual. If deviations are made, detailed information is requested, each deviation being set down on a separate sheet and the effective date of each filing given. After Feb. 2 no further filings of deviations will be acceptable unless they are accompanied by a letter of notice and explanation of the deviation so filed.

### Prudence Life Law Suit

A case is pending before Circuit Judge La Buy at Chicago to determine which of two sets of officers and directors of Prudence Life of Chicago that claim title to the positions shall be recognized. Prudence specializes in hospitalization. Alfred Holzman, the founder, and who claims to be chairman and his associates brought the suit against H. W. Wettan who claims to be president, and his group.

It is alleged that the Wettan group proceeded to hold the annual meeting last Oct. 10, despite the fact that it was a Sunday. The Holzman group concluded an annual meeting the next day and elected Carlyle Durfee president. Durfee, according to the bill, sought to take office Oct. 12, but Wettan refused to surrender his position.

### Mrs. Doyle Columbus Speaker

Mrs. Ada V. Doyle, of Caldwell, N. J., president of the National Association of Insurance Women, will address the Ohio Association of Casualty & Surety Managers at its meeting in Columbus next Tuesday evening. Miss Rose Schill, president of the Insurance Women of Cincinnati; Miss Jane Rudolph, president of the Insurance Women of Cleveland, and Miss Margaret Weisgerber, president of the Insurance Women of Columbus, will be guests.

### Hobbs Bill Hearing Feb. 29

WASHINGTON — Representative Weiss, Pennsylvania, has set Feb. 29 for a final hearing before his House post office subcommittee on the Hobbs bill to deny use of mails to insurance companies doing an unlicensed business.

### Monarch to Issue New Policies

Monarch Life about March 1 will bring out five new accident and health policies that radically depart from tradition, Roswell C. Laub, vice-president, said at the annual general agents conference at the Edgewater Beach Hotel, Chicago. President Clyde W. Young; Earl Cadwell, assistant secretary and manager of the accident and health department; Jerome A. Young, assistant secretary and advertising manager, and other head office executives participated in the meeting.

## Air Accidents to Increase, CAB Report Shows

WASHINGTON—The Civil Aeronautics Board report covering Nov. 1, 1942, to Oct. 31, 1943, showed 5,715 accidents, somewhat higher than in the two preceding years. The report revealed that operating expenses of air carriers declined about \$10,000,000 because of substantially reduced equipment while revenues from non-mail traffic increased about \$7,000,000. Unappropriated earned surplus more than doubled to \$27,000,000.

Up to Oct. 31, last year, the board had received 348 applications seeking to add nearly 4,000 new cities and towns to the national air transportation system, and since then 111 additional applications have been filed.

### Silliman Evans Leaves "Sun"

Announcement was made Monday that Silliman Evans has resigned as publisher of Marshall Field's Chicago "Sun." Mr. Evans is a familiar figure in the insurance business, as he served for a time as president of Maryland Casualty and he is still a director.

Mr. Evans, who is owner and publisher of the Nashville "Tennessean" has retained his residence at Nashville since publication of the "Sun" began.

### Indiana Association Elects

At its annual meeting of Indiana Casualty & Surety Managers Association Stanley J. Whiteman, Travelers, was elected president; David Layton, New Amsterdam Casualty, vice-president, and N. L. Hockenberry, Glen Falls Indemnity, secretary-treasurer.

### Cincinnati Claim Men Elect

Don Benedict, General Accident claim manager, was elected president of the Cincinnati claims association and was installed with other officers at a meeting this week. Ed Walters is the new vice-president and H. H. Heinemann, Aetna Casualty, secretary-treasurer. C. E. Heile and Albert Kessler are new members of the executive committee.

### To Enter Casualty Field

DES MOINES—Inter-State Business Men's Accident of Des Moines, which has written health and accident insurance exclusively since 1908, will enter the general casualty field.

### HOLC Losses Reported

WASHINGTON — Dishonesty and casualty losses of \$42,944 were suffered by Home Owners Loan Corporation during the fiscal year 1943, a decrease of \$40,809 from 1942, according to the report of the federal home loan bank commissioner to Congress. The losses also included, from fire and other hazards, for fiscal year 1942, \$85,774, declining to \$76,289 in fiscal year 1943.

For the period June 13, 1933, shortly after HOLC was created, to June 30 last, total losses from fire and other hazards, was \$277,453; dishonesty and casualty, \$247,671.

### Menace of Inflation Told

"Insurance companies cannot afford inflation," Paul N. Reynolds, executive director of the Wisconsin Taxpayers Alliance, warned the Madison (Wis.) Insurance Board in a talk on "Inflation Is More Dangerous Than Taxation." The same day he made a similar talk at the annual meeting of the Wisconsin Tornado Mutual in Madison.

He said that insurance companies whose rates rise slowly and whose assets decline in purchasing power have everything to lose and nothing to gain from inflation and that insurance has done yeoman service in the fight against inflation by the investment of billions of dollars in government securities.

Vice-president H. C. Michael of Maryland Casualty was in Chicago this week visiting the Chicago branch and agents.



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## ACCIDENT AND HEALTH

### Big Auto Accident Increase After War

In discussing trends in accident and health insurance at a meeting of his company's general agents in Chicago, C. O. Pauley, secretary of Great Northern Life, said he expects no outstanding changes this year which should have any material effect on the loss ratio but warned of possible epidemics in the wake of the war and conditions prevailing in the occupied countries of Europe, and said that with resumption of automobile manufacture and the return of the millions of men now in service, there would be an increase in automobile accidents such as has never been known before. However, there will not be enough new cars manufactured this year to have any great effect on 1944 results. He emphasized the necessity for building up adequate reserves to meet both of these possible contingencies.

Mr. Pauley referred to some of his activities outside of company affairs, including the preparation of the civilian war injury policy, which did not have a wide sale but apparently served to keep the government out of that field; the problem of federal taxation of companies writing both life and accident and

health insurances, which was put on a basis satisfactory to those companies; in the field of social security, as president of the Insurance Economics Society, and in meeting some questions raised by the Illinois insurance department.

The meeting was held on Mr. Pauley's 65th birthday and he received many felicitations on the anniversary. He said that was the date when the Social Security Board thought he ought to retire but that he had no intention of doing so for some time.

John Patterson, vice-president in charge of the monthly premium department, reviewed the gains made in that department last year and its low loss ratio, listing the agencies which had made especially notable increases. He emphasized the excellent work done by some of the women who have been brought into the agency force.

Vice-president John A. Sullivan, in charge of life department, announced that it had been decided to dovetail the work of the underwriting and actuarial departments and that H. J. Hornberger and Fred Noble will hereafter have charge of underwriting, with the assistance of an underwriting committee.

He advocated very strongly the sale of both life and accident and health insurance, describing life insurance as the

walls of a building, while accident and health provides the roof.

Agents are in the heyday of the life, accident and health business, and if they are not doing well now they ought to get out, R. B. Smith, Oklahoma manager, stated. He emphasized the importance of companies setting up now a post war plan for training and compensation of agents. He also advocated bringing out a full cover travel accident policy because of the increased tempo of traveling after the war, by plane and other types of carriers.

G. E. McCelvey, Houston general agent, who has been successful in selling the complete protection of life, accident, health, and hospitalization in one package, said that perhaps his best approach is to tell the prospect he has a "plan to guarantee your salary." The reaction is either, "what do you mean?" or, "I am loaded on life insurance." Mr. McCelvey then explains that a man can die in two ways. He dies physically and the insurance company pays his widow, he dies economically from disability and no one pays him anything. "If you became disabled how long would your salary continue?" This question usually opens the interview satisfactorily, he said.

With the business man Mr. McCelvey has found helpful the statement that "our company in effect will agree to deposit to your credit \$30,000 and pay you 4% on it, and still pay you \$..... when you die."

He said that many defense workers do not have any life insurance at all and are nowadays receptive to the idea.

C. C. Raisbeck, Milwaukee general agent, said he has been unable to find new men except fire and casualty agents. He gets his leads on such agents from special and state agents of fire and casualty companies.

#### Group Hospital for Agents

General American Life is offering to qualified agents group hospitalization

and surgical benefits cover on a contributory basis. In order to qualify the agent must meet one-half of the minimum club qualifications. It provides for the agent 31 days hospitalization at \$5 per day per confinement with unlimited number of confinements annually and surgical benefits according to schedule with a maximum of \$150. For dependents the benefits are \$4 a day and the surgical benefits two-thirds of those for the agent himself. There are full maternity benefits. The agent pays 75 cents a month for himself, \$1.95 if he has one dependent and \$2.35 if he has more than one dependent.

#### Higdon Tells Importance of Association Work

J. C. Higdon, executive vice-president of Business Men's Assurance, addressed the Oklahoma City Association of Accident & Health Underwriters on "Building Accident Business." J. Bryan Johnson, Oklahoma City manager of Business Men's Assurance and president of the association, conducted the meeting.

Two things can be done better through an association than by agents or companies individually he said. One is to impress the public with the importance of accident and health insurance. The Kansas City association held a luncheon attended by the mayor and leading representatives in each line of business, which gave them an opportunity to meet those in the accident and health and learn about their work, and a luncheon for a member of Congress who reported on the Washington situation.

#### Show Agent's Importance

He said the work of the association is important also in educating the public on the agent's importance to the accident and health business. Practically all the proposed government plans contemplate eliminating the salesman's services, he said, yet experience has shown people will not buy insurance and do not under-

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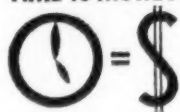
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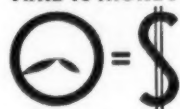
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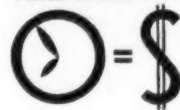
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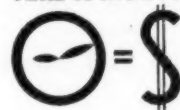
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Sale Real Estate { By Administrator ☐ Commissioner or Trustee to Sell Real Estate on Foreclosure ☐  
By Executor ☐

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Amount of Bond \$ \_\_\_\_\_ Amount of Estate \$ \_\_\_\_\_ Date of Appointment \_\_\_\_\_

Name of Estate \_\_\_\_\_

Bond to be Filed: Court \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_

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Party's Relation to Decedent is \_\_\_\_\_ Party's Share in Estate is \_\_\_\_\_

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stand its benefits unless the agent takes the time and trouble to explain them.

### Study Social Insurance in Canada

OTTAWA—The Canadian house of commons will set up a select committee to study and report on a national plan of social insurance, according to Prime Minister Mackenzie King. The committee, to report "on a national plan of social insurance which will constitute a charter of social security for the whole of Canada," will study existing Dominion and provincial social insurance legislation and similar legislation in other countries and recommend the most practical measures of social insurance for Canada, including health insurance.

### Complete N.A.I.A. Course in L. A.

LOS ANGELES—Students taking the N.A.I.A. casualty course, sponsored by the Insurance Exchange of Los Angeles and conducted by Walter W. Bennett, took their final examinations on accident and health insurance following a lecture and review by G. Earl Williams, agency superintendent of Aetna Casualty.

### Stewart, Smith Offers Air Cover

George J. Stewart, head of Stewart, Smith (Canada) Ltd., of Montreal has announced that his agency is offering at considerably lower rates personal accident travel cover from North America to Great Britain, Africa, India, China, Siberia, and the southwest Pacific in London Lloyds.

### Oppose U. S. Health Bill in S. C.

A concurrent resolution to urge Congress to oppose the Wagner-Dingell bill to provide for expansion of the social security law by offering a variety of health and disability protection, has been adopted by the house of the South Carolina legislature. The resolution relates that the bill would impose an additional tax of 6% on employees throughout the country, would conscript all doctors and dictate where they should serve at salaries of \$5,000 a year. The bill was termed undesirable. Southern states are especially concerned since the bill is seen as stepping on states' rights.

### Cornett to Move to Boston

W. B. Cornett, vice-president in charge of agencies of Loyal Protective Life for 1½ years, who has made building successful manpower a primary objective with volume as secondary, expects to move his headquarters to the home office at Boston in the near future. He has been operating from Columbus, O.

Accident and health premiums showed a substantial increase in 1943 and in January they were 40% above the same month last year.

### Report On Winter Meeting

DES MOINES—A report on the recent winter meeting of the National association was given at the February meeting of the Des Moines Association of Accident & Health Underwriters by President Martin Seltzer and Leroy Secor, convention general chairman.

### Study State Health Plan for N. H.

A group of New Hampshire state officials headed by Labor Commissioner Riley is making a study of Rhode Island's state cash sickness compensation plan with a view to its adoption in New Hampshire. The five-man commission was created at the last session of the legislature there.

### Conservator Order Denied

Judge Davis in Marion county circuit court at Indianapolis has entered an order denying the petition of Commissioner Viehmann for appointment of

conservator for Indiana Travelers Assurance.

Previously William E. Moran had been reelected president; Charles E. Akers was elected vice-president and Maurice Donnelly was reelected secretary.

### Operators Policy in W. Va.

The \$5 auto P.L. and P.D. policy for those who occasionally drive an automobile but do not own one has been approved for use in West Virginia.

## COMPENSATION

### Commissioners' Committee to Confer on "Comp" Costs

A subcommittee of the National Association of Insurance Commissioners will meet in New York Feb. 28-29 with the National Council on Compensation Insurance for a study of cost factors in compensation insurance. It is proposed to determine whether the present 40%

allowance for costs in the rate structure is more than sufficient to meet actual expenses of the carriers. Included in the cost items to be studied are acquisition expense, taxes, safety engineering and payroll auditing.

Commissioner Gibbs of Texas is chairman of the subcommittee. Other members are Forbes of Michigan, Eggleston of South Carolina and Larson of Florida.

### Hearing On Cal. State Fund

SAN FRANCISCO — Hearings on underwriting and auditing practices of

## How Corporate Suretyship Came to America

"GOING THE BOND" of another was a common, though extremely dangerous practice, even before the reign of King Solomon. Then, as now, the odds were against the private guarantor as illustrated by the severe losses which he often had to bear.

The eventual result of such losses was "corporate suretyship", which has had its greatest growth in America. Companies were formed to assume, for a reasonable premium, the responsibilities of acting as surety.

A pioneer in this field was American Surety Company of New York, incorporated in 1881 and beginning business April 14, 1884 as the first company formed in the U. S. to write surety and fidelity bonds exclusively. The eminent

lawyer and statesman, Elihu Root, argued the company's qualifications to guarantee "bonds and undertakings" under a State law enacted

June 13, 1881, and Chief Justice Noah Davis, of the New York Supreme Court, issued the order confirming those qualifications.

Today corporate suretyship is universally recognized as the soundest kind of suretyship, indispensable in the increasingly complex business and professional relationships of men.

Since 1929, when it acquired the New York Casualty Company, American Surety has also played a prominent part in the development of casualty lines. The service of these companies is available through more than 12,000 agents and branch offices in 38 cities of the U. S.



ELIHU ROOT



NOAH DAVIS

### MODERN TYPES OF SURETY BONDS

Fidelity  
Public Official  
Bankers Blanket  
Building and Loan and Blanket  
Insurance Companies Blanket  
Savings and Loan Blanket  
Railroad Blanket  
Blanket Position  
Administrators  
Executors and Trustees under Will  
Receivers and Trustees in Insolvency  
Other Fiduciary and Probate  
Court or Judicial  
Contract Performance  
License, Franchise and Permit  
Customs and Internal Revenue  
Lost Security  
Discovery  
Federal Official  
Brokers Blanket  
Commercial Blanket  
Securities Forgery  
Guardian  
Contract Bid  
Miscellaneous Surety

### AMERICAN SURETY COMPANY

1884 - *Diamond Jubilee Year* - 1944

### NEW YORK CASUALTY COMPANY

Home Office: 100 Broadway, New York

FIDELITY ★ SURETY ★ CASUALTY

Canadian Surety Company Head Office: Toronto  
Compania Mexicana de Garantias, S.A. Head Office: Mexico City

The Service of the American Surety Fleet  
Blankets the Continent

companies writing workmen's compensation in California will be resumed by the insurance department Feb. 11, covering risks written by the state fund. A hearing covering a number of state fund risks was held last week under the direction of Frank Fullenwider, administrative assistant of the department. This is expected practically to conclude the hearings which have been conducted by the department intermittently for several months.

### X-Ray Victim Wins Right to Seek Further Damages

LOS ANGELES—Kenneth Toft, one of the shipyard workers burned by x-ray at California Shipbuilding Corporation two years ago, has the right to prosecute his damage suit in Los Angeles superior courts against the corporation and Liberty Mutual, under a ruling of the district court of appeals.

Toft, among other victims of the burnings, was awarded \$3,400 at the rate of \$25 per week for his injuries, under the shipyard's compensation coverage, but he entered suit in superior court for additional damages. Both the shipyard and the insurer sought a writ of prohibition from the district court of appeals to estop Toft from prosecuting his suit. The appellate court denied the writ.

There were 42 claims settled but 19 others are still pending. Settlements totaled approximately \$325,000 in cash and include life long medical care.

### Morrison Has New Setup

LANSING, MICH.—Frank A. Morrison, who has operated Corporate Service, Detroit, an organization which promoted workmen's compensation self-insurance plans for industrial organizations, has incorporated as Frank A. Morrison, Inc., which is empowered to serve as attorney-in-fact for reciprocal exchanges. It is reported that a new exchange will be organized.

Morrison's Corporate Service has drawn fire in the past from Michigan's organized agents on the ground that it encouraged the use of London Lloyds facilities, if not actually representing Lloyds. The Lloyds policies covered above a specific sum, with losses below that amount self-insured. Morrison contended that his service was of an engineering and advisory nature and he denied any direct representation of Lloyds.

## CHANGES

### Napp to Indiana for Ocean, Columbia

Frank S. Napp has been appointed resident manager for Ocean Accident and Columbia Casualty at Indianapolis.

Mr. Napp has been connected with these companies since 1933 having started in the accounting division at the head office in New York. In 1936 he was transferred to the central department at Chicago as accountant. In 1939 he was advanced to agency supervisor in charge of production.

At Indianapolis, he fills the vacancy created by the transfer of William P. Flynn, Jr., to Pittsburgh as manager.

Mr. Napp was at one time connected with Commercial Casualty at Newark, and New York Indemnity and Continental Casualty at New York.

### Taylor and McCray Are Given Advancement

H. W. Taylor has been appointed resident vice-president in charge of American Casualty's new branch office in Raleigh, N. C., from which he will supervise operations in North Carolina and southern Virginia. The service office formerly was located in Charlotte. Previously Mr. Taylor was manager of the

West Virginia service office at Charleston.

W. M. McCray, Jr., has been appointed resident manager of the West Virginia service office at Charleston, succeeding Mr. Taylor. He entered insurance with Aetna Casualty and recently joined American Casualty after 11 years as special agent and surety manager in the Pittsburgh office of U. S. Casualty and New Amsterdam Casualty. He has been transferred from the Pittsburgh branch of American Casualty.

### Lacy Official of Lloyds

Lewis Lacy, formerly with W. L. Moody & Co., Galveston, and for sev-

eral years secretary-treasurer of the Federal Underwriters Exchange, Dallas, has been elected assistant secretary of Associated Employers Lloyds, Fort Worth, in charge of underwriting and engineering.

His experience covers all branches of casualty insurance.

### Hartrick to New Amsterdam

Thomas Hartrick has been appointed by H. N. Douglass, resident manager of New Amsterdam Casualty in Chicago, in charge of compensation and liability underwriting. He fills the vacancy created by resignation of R. N. Moore to go with the Chicago branch of Ohio

Casualty. Mr. Hartrick has had eight years' insurance experience, with the Standard Accident home office in accident and health underwriting, with the Lanpher Agency of Detroit as underwriter and then with the Continental Casualty home office as compensation and liability underwriter. He has just returned from nearly a year's service with the army quartermaster corps at Dugway proving ground, being medically discharged.

### Moore with Ohio Casualty

R. N. Moore has resigned from his underwriting post with New Amsterdam Casualty in Chicago and been appointed by Ohio Casualty in charge of automo-

**"Unforeseen events... need not change and shape the course of man's affairs"**



## EVENING CLOTHES

THESE are the evening clothes of someone you might know... a business acquaintance.

By day... he serves in your interest, guarding against unforeseen events that might bring harm to you. After business hours, he serves in his country's interest—which also is yours.

He is an insurance agent.

Tonight, after a hard day's work, he'd like to relax. But he won't. He'll take on a tough night shift in a war plant. Rest and sleep can wait.

Since Pearl Harbor, thousands of insurance people—all over the country—have willingly given their spare time to turn out the ships, the planes and the guns that will mean victory. In countless ways, others on the home front are giving unspar-

ingly to the war effort.

And there are many more thousands who are working full time for you and their country. Their work suit is a uniform of the Army, Navy, Marines, the Coast Guard.

Yet, their job is still insuring. Insuring the precious liberty that is the personal property of every man, woman and child in America. Maryland Casualty Company, Baltimore.

*This kind of advertising is making good friends and customers for Maryland agents and brokers. It appears regularly in:*

**TIME • NEWSWEEK • U. S. NEWS  
BUSINESS WEEK**

# THE MARYLAND

Practically every form of Casualty Insurance and Surety Bond, for business, industry and the home, through 10,000 agents and brokers.



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ble and casualty underwriting for down-  
state Illinois. L. W. Burger is chief under-  
writer in charge of Chicago territory  
which includes Cook, Lake and Du  
Page counties. Both are associated with  
James P. Cunningham, manager of the  
branch. Mr. Moore has had long casual-  
ty underwriting experience, having  
been connected with Employers Liability  
for a number of years, and in other im-  
portant connections.

Raleigh P. Nall, Los Angeles man-  
ager of Industrial Indemnity Exchange  
and Industrial Indemnity, has severed  
his connection with that organization.

## SURETY

### Surety Issue Is Before U. S. Supreme Court

WASHINGTON—The U. S. Supreme  
Court has received briefs on both sides  
of the case, which it recently agreed to  
review, entitled Clifford F. MacEvoy  
Co. and Aetna Casualty vs. United  
States for the use and benefit of Calvin  
Tomkins Co. The case comes from the  
third circuit court of appeals, which re-  
versed an order and decree of Judge  
Fike dismissing the suit for Tomkins  
Co. for failure to state a claim on which  
relief could be granted.

Tomkins Co., as use plaintiff, sued on  
a payment bond furnished by MacEvoy  
Co. as principal, and Aetna as surety,  
in connection with a 1941 government  
contract for construction of a housing  
project near Linden, N. J.

Complaint was that MacEvoy pur-  
chased from James H. Miller & Co.  
building materials, which were obtained  
from Tomkins, and that Miller & Co.  
failed to pay a balance of \$12,033.

MacEvoy and Aetna Casualty contend  
that a third person, supplying material  
to a material man who in turn furnishes  
the same to the principal contractor may  
not recover against the principal contrac-  
tor and its surety under the payment  
bond furnished pursuant to the Miller  
act where no contractual relationship ex-  
ists between the third person and the  
principal contractor and no contractual  
relationship exists between the third  
person and any subcontractor perform-  
ing any part of the work under the pub-  
lic contract. To hold otherwise, it is  
contended, would result in subjecting  
government contractors to an indeter-  
minable and unlimited possible liability  
under the payment bond as against a  
definite standard of limited liability to  
persons having contractual relationship  
with the principal contractor or direct  
contractual relationship with a subcon-

tractor. It is contended that there is no  
protection afforded to one who is a mere  
vendor to a material man.

### New Demand for Bonds

LOS ANGELES—In view of the au-  
tomobile situation, engine rebuilding  
bonds, which had not been in any de-  
mand, now are being sought by firms  
rebuilding various types of engines, it  
was pointed out at a meeting of the  
Surety Underwriters Association of  
Southern California here.

Rates and provisions of title guarantee  
required by the California motor ve-  
hicle department in the sale of used cars,

came up for considerable discussion.  
The questions was referred to the rates,  
rules and forms committee for action  
and reference to the Towner Rating  
Bureau.

It was announced that the Civil Aero-  
nautics Authority is now requiring bid  
bonds on all its contracts.

The Surety Underwriters Association  
of Chicago Feb. 15 will meet at the Mor-  
rison Hotel for an evening of entertain-  
ment.

The Surety Underwriters Association  
of southern California has tentatively set

March 10 for its annual banquet and  
party in Los Angeles.

## PERSONALS

Vice-president E. D. Loring of  
American Automobile in Chicago has  
gone to a ranch near Tucson, Ariz.,  
where he will be out in the open spaces  
for a month or so.

Vice-president Frank E. O'Brien of  
the Fidelity & Casualty in charge of the  
educational and training department was  
in Chicago this week and is taking a



## TRAINED SINCE BOYHOOD TO MASTER THE WHEEL

FACED with training many thousands of young men  
to drive vehicles of mechanized warfare, the Army  
turned to the Casualty Insurance Industry for aid and  
counsel. Before this war is over, the Training Manual  
prepared by insurance men will have been used by  
perhaps 2,000,000 jeep, tank, and truck drivers.

Teaching young Americans how to handle motor  
cars is no new task for the insurance industry. For back  
in 1922, it first introduced traffic safety education into  
elementary schools. Later, in the country's high

schools, the insurance industry sponsored a textbook,  
"Man and the Motor Car," to show young America  
what makes the wheels go 'round and how to control  
them. Thousands of children are alive today who  
otherwise—through ignorance—might have been vic-  
tims of the motor car.

Traffic education has been another public service  
contribution of the American insurance industry, over  
and above its primary job of insuring a risk and pay-  
ing promptly all just claims.

A Comprehensive  Reinsurance Service

Casualty and Bonding Lines

**GENERAL REINSURANCE  
CORPORATION**

Fire and Allied Lines

**NORTH STAR REINSURANCE  
CORPORATION**

90 John Street, New York • 200 Bush Street, San Francisco

**Fire, Casualty  
and Surety  
Reinsurance**

**Excess Covers**

**EXCESS  
UNDERWRITERS  
INC.**

90 John Street, N. Y.

BEekman 3-1170

Arthur Von Thaden, Pres.  
Lester A. Menegay, V. P.

This advertisement appears in the

NEW YORK TIMES • BALTIMORE SUN • CHICAGO NEWS • CHICAGO SUN  
LOS ANGELES TIMES • PHILADELPHIA INQUIRER • SAN FRANCISCO CHRONICLE

## Dependable Insurance Service

*plus*

## Aggressive Selling Assistance

A multiple-line stock casualty company which offers financial strength—prompt claim service—up-to-the-minute sales and advertising aids—standard policies. It will pay you to investigate The Buckeye Union, an aggressive company for aggressive agents. Writing Automobile, Plate Glass, Burglary and Public Liability.

A Stock  
Company

*The*  
**Buckeye Union**  
**Casualty Co.**  
HOME OFFICE  
Columbus, Ohio

Territory in  
Ohio and  
Indiana

*Yours for  
more business!*

OUR PREFERRED RATES  
AND MANY BUSINESS-  
GETTING SALES FEATURES  
CAN BE "YOURS FOR MORE  
BUSINESS."

(A postcard will bring you full details)

**UTILITIES INSURANCE COMPANY**  
ST. LOUIS MO.

*Affiliated Company*

**PREFERRED FIRE INSURANCE COMPANY**  
TOPEKA KANS.

Direct contracts available for conservative  
and successful agents in Indiana, Missouri,  
Nebraska, Colorado, Oklahoma and  
Tennessee.

swing through the south visiting a number of cities, getting in touch with agents.

Henry S. Moser, Chicago insurance attorney and director of Allstate, is spending a month's vacation in Mexico.

## DEATHS

R. H. Brooke, 72, agent in New York City for London Guarantee, died in Orlando, Fla. Before joining the company 10 years ago he was with Ocean Accident in New Orleans and New York City. He was well known as an amateur golfer.

Vernon T. Strong, surety general agent of American Indemnity in San Francisco, died at his home in Berkeley. He was in his 50s and had been ill for some time. Mr. Strong, who started many years ago with the surety department of Aetna Casualty, succeeded his father, the late Theo. P. Strong, as general agent.

Martin A. Hayes, 48, president and founder 18 years ago of Martin A. Hayes Co., casualty and surety bonding agency, died at a Nashville hospital Tuesday night after an illness of about two months. Mr. Hayes had represented Standard Accident in the bonding of contractors for millions of dollars of state highway construction. He was active in state politics and in local business and civic organizations. He was a veteran of the former war. He was an important factor in the National Association of Surety Bond Producers.

James A. Andrew, Jr., who was assistant secretary and a director of Seaboard Mutual Casualty of Philadelphia, was killed when his fighter plane crashed near Brunswick, Me., while returning from patrol duty. He was an ensign in the naval reserve. His father is president of Seaboard Mutual Casualty.

## American Auto Expands Chicago Engineering Staff

The engineering department of American Automobile's Chicago branch office has been much enlarged and has been moved into new quarters in A-2049 Insurance Exchange, connecting with the branch office. E. H. Madden is chief engineer who began developing the department two years ago. Graduate engineers who have recently been appointed on the staff are N. A. Phillips, formerly employed by the army's security division in Chicago, a graduate of the Dundee, Scotland, school of technology and safety director of Stewart-Warner Corp., 1930-34; H. H. Hubble, formerly with Liberty Mutual in New York, graduate of Ohio State University, and E. C. Schultz, formerly with Loyalty group and Great American Indemnity over 15 years, and employed on the Alcan highway project in Alaska by Canadian contractors.

## COMPANIES

### Indemnity of N. A. Premiums Soar

Premium income of Indemnity of North America last year was \$19,572,147, the largest in its history and greater than in 1942 by \$1,487,646. Auto p.l. premiums declined 10% but more automobiles were insured in 1943 than in the previous year. Enactment of more severe automobile financial responsibility laws in several states materially increased the number of such assured. In other liability lines there was an increase in premiums of \$819,000 and compensation premiums were up 30%. There was an increase in fidelity and a decrease in surety.

Assets were greater than ever before and surplus was the highest in its history.

### Globe Indemnity Assets \$50 Million

Globe Indemnity shows that the company has reached a new high in assets, having passed the \$50 million mark on a market value basis. Assets on the basis of the insurance department values are \$48,572,220, an increase of \$2½ million.

Capital is \$2,500,000 and net surplus \$10 million. The contingency reserves are \$9,949,527. On a market value basis the total of capital, surplus and contingency reserve would be \$24,162,370. Net premiums for the year were \$18,458,461, just 2% less than the year before.

### National Surety Makes Report

National Surety assets are reported at \$31,462,267 in the new statement compared with \$28,780,344 the previous year.

After creating a reserve for future changes in prices of securities, in the amount of \$1,161,000, net surplus increased to \$14,918,662.

Cash and readily marketable securities constitute nearly twice the liabilities.

Premium volume declined to \$9,770,306. Loss and expense ratios continued favorable. The 1942 premiums were \$10,616,450.

### C.C.C. Puts \$1½ Million More Into Penna. Casualty

Commercial Credit Company contributed an additional \$1½ million to the paid-in surplus account of Pennsylvania

## Weekly News Letter on CASUALTY INSURANCE

The "Taylor Casualty Insurance Digest," mailed in weekly, typewritten-style, is divided into the following major subdivisions: Automobile, Compensation, Fidelity & Surety, Accident & Health, and Liability-Burglary-Glass-etc.

PRICE: \$60 a year for home office master subscription; \$36 a year for agencies and field offices.

For a 4 weeks' complimentary "get acquainted" order form, write on your letterhead, giving your title, to:

*Taylor*  
PUBLICATIONS

Department "N" - - - Box 5398 - - - Indianapolis 5, Indiana



Casualty as of Dec. 31. Of that amount \$500,000 has been transferred to reserve for contingencies. Total contributions made by C.C.C. to Pennsylvania Casualty during 1943 were \$4,750,000. The entire operating loss of Pennsylvania Casualty during 1943 was absorbed in the current operations of C.C.C. in 1943. Assets are now \$8,909,476 as compared with \$3,735,460 the previous year. Loss reserve is \$3,563,095, premium reserve \$2,108,339, contingency reserve \$500,000, capital \$1,000,000 and net surplus \$1,210,747.

During 1943 Pennsylvania Casualty converted one of its lines from a substantial underwriting loss to a fair underwriting profit with an increase in premiums. This, according to Chairman A. E. Duncan must be done in the other lines, particularly automobile p.l. and p.d. Rates will be raised substantially, steps are being taken to improve risks and undesirable business is being canceled. Rates of commission will be adjusted wherever needed to permit the company to earn a profit and the agent to obtain or hold the desirable business.

### Bankers Indemnity Has Many Plus Signs for 1943

Bankers Indemnity in its new annual statement reports assets of \$9,174,662, increase \$789,411; loss reserve \$3,434,528, higher by \$209,789, premium reserve \$2,386,557, increase \$101,679, capital \$1,000,000 which is \$200,000 greater than the previous year, net surplus is \$1,000,000 and contingent reserve \$791,548, increase \$256,913. Premiums written totaled \$5,022,091, only \$18,000 less than the previous year. Losses incurred were \$2,098,886, the ratio being 42.66. The underwriting gain was \$174,311 and investment gains totaled \$613,295.

### Trinity Universal Reports

Assets of Trinity Universal increased last year by \$833,815, and now total \$9,284,866. Surplus to policyholders stands at \$2,601,634, an increase of \$144,572. Premium income amounted to \$5,665,237.

### To Increase Capital

Colonial of Los Angeles has received approval from the California department to sell to the McNabb General Agency 5,000 shares of stock at par value of \$10 to increase the capital from \$100,000 to \$150,000.

**American Bonding**—Assets, \$2,278,244; inc., \$80,910; unearned prem., \$980,379; loss res., \$409,822; liab. res., \$123 (all prem. and claim reserves carried by Fidelity & Deposit); capital, \$1,000,000; surplus, \$1,027,963; inc., \$79,214. Experience (reins. 100% by Fidelity & Deposit):

Net Prem.	Losses Pd.
Other Liability	818
Fidelity	783,547
Surety	410,852
Plate glass	50,783
Burglary and theft	318,360
Other P. D. and coll.	78
Total	\$1,564,438

**American Surety**—Assets, \$35,092,056; inc., \$3,959,761; unearned prem., \$6,934,857; loss res., \$9,426,079; liab. res., \$1,902,544; comp. res., \$4,654,763; capital, \$7,500,000; surplus, \$8,368,810; inc., \$1,365,175. Experience:

Accident	Health	Auto Liability	Other Liability	Workmen's comp.	Fidelity	Surety	Plate glass	Burglary and theft	Auto prop. damage	Auto collision	Other P. D. and coll.	Total
\$ 21,459	\$ 2,961	1,129,311	1,036,256	4,157,271	3,723,161	1,995,958	125,820	482,365	452,225	14,087	112,419	\$13,252,399
\$ 9,342	1,209	394,986	200,368	1,609,385	288,107	—69,958	48,599	35,862	175,319	10,607	22,532	\$2,726,362

**Boston Casualty**—Assets, \$226,339; inc., \$3,891; unearned prem., \$8,431; loss res., \$24,680; capital, \$100,000; surplus, \$78,864; inc., \$2,522. Experience:

Accident	Health
\$ 165,710	\$ 76,164

**California-Western States Life**—Assets, \$66,963,489; inc., \$3,967,679; unearned

prems., \$71,787; loss res., \$102,366; capital, \$875,000; surplus, \$1,650,000; inc., \$150,000. Experience:

Net Prem.	Losses Pd.
Accident and health	\$ 201,261
Group A. & H.	\$ 829,772
Total	\$1,031,033

**Commercial Travelers Mutual**—Assets, \$5,985,520; inc., \$411,315; unearned prem., \$865,142; loss res., \$1,197,167; surplus, \$3,378,161; inc., \$337,842. Experience:

Accident & health	Other
\$3,487,355	\$2,198,340

**Century Indemnity**—Assets, \$15,150,168; inc., \$509,590; unearned prem., \$3,645,114; loss res., \$5,357,174; liab. res., \$2,572,494; comp. res., \$1,905,277; capital, \$1,000,000;

surplus \$4,042,867; inc., \$225,734. Experience:

Net Prem.	Losses Pd.
Accident	\$ 163,016
Health	\$ 8,774
Group A. & H.	211,062
Auto liability	1,800,108
Other liability	1,259,671
Workmen's comp.	2,235,799
Fidelity	237,019
Surety	509,068
Plate glass	177,691
Burglary and theft	446,759
Auto prop. damage	705,121
Auto collision	13,408
Other P. D. and coll.	97,686
Total	\$7,965,189

**Federal Life & Casualty**—Assets, \$1,-

\$76,524; inc., \$171,192; unearned prem., \$303,210; loss res., \$158,081; capital, \$450,000; surplus, \$931,070; inc., \$32,295. Experience:

**Net Prem.** **Losses Pd.**  
Accident and health \$1,509,083 \$ 453,740

**Kansas Bankers Surety**—Assets, \$681,957; inc., \$13,233; unearned prem., \$33,146; loss res., \$350; res. for incurred losses but not reported, \$67,500; tax res., \$30,000; capital, \$400,000; surplus, \$146,751; dec., \$73,110 (\$80,000 stock div. declared). Experience:

**Fid., surety, burg.** \$ 84,133 \$ —1,523

**Fidelity & Deposit**—Assets, \$32,436,367; inc., \$2,117,768; unearned prem., \$6,795,861; loss res., \$5,570,928; liab. res., \$5,600;



## CENTRAL SURETY AND INSURANCE CORPORATION

### FINANCIAL STATEMENT, DECEMBER 31, 1943

#### ADMITTED ASSETS

Cash (in Banks and Office)	\$ 939,329.13
Bonds:	
U. S. Gov't (Direct or Guaranteed)	\$4,777,013.86
State and Municipal	4,033,081.73
Railroad	49,738.34
Federal Intermediate Credit Banks	45,000.00
Total Cash and Bonds	\$ 9,844,163.06
Central Surety Fire Corporation Stock	583,187.69
Real Estate Owned	30,000.00
Real Estate Sold Under Contract	21,881.36
Mortgage Loans on Real Estate	36,819.80
Premiums in Course of Collection (not over 90 days)	1,013,490.88
Accrued Interest on Investments	70,747.07
Other Admitted Assets	10,703.60
Total Admitted Assets	\$11,610,993.46

#### LIABILITIES

Reserve for Claims	\$4,594,890.70
Reserve for Unearned Premiums	2,154,659.11
Total Claim and Premium Reserves	\$ 6,749,549.81
Reserve for Commissions, Taxes and Other Liabilities	749,824.11
Voluntary Contingency Reserve	100,000.00
Total Reserves	\$ 7,599,373.92
Capital	\$1,000,000.00
Surplus	3,011,619.54
Surplus to Policyholders	4,011,619.54
Total Liabilities	\$11,610,993.46

Securities carried at \$615,440.43 in the above statement are deposited for purposes required by law. Bonds are carried on amortized basis. Market value of bonds exceeded their book value, at December 31, 1943, by \$204,040.61. No bonds were in default either as to principal or interest at December 31, 1943. Market value of invested assets of Central Surety Fire Corporation exceeded their book value, at December 31, 1943, by \$21,441.76.

### HOME OFFICE KANSAS CITY, MISSOURI

R. E. McGINNIS, President

SAN FRANCISCO

CHICAGO

NEW YORK

comp. res., \$30,079; capital, \$2,400,000; surplus, \$13,152,273; inc., \$1,284,994. Experience:

	Net Prems.	Losses Pd.
Health .....	\$ 195	\$ 195
Other liability .....	3,550	1,050
Workmen's comp. ....	5,576,363	530,256
Fidelity .....	3,309,125	—141,419
Surety .....	242,055	117,984
Plate glass .....	1,408,903	248,099
Burglary and theft. ....	178	178
Other P. D. and coll. ....		
Total .....	\$10,540,174	\$ 756,165

**Home Indemnity**—Assets, \$10,769,289; inc., \$1,407,652; unearned prem., \$2,553,238; loss res., \$673,986; liab. res., \$2,273,970; comp. res., \$84,768; capital, \$1,050,000; surplus, \$2,845,022; inc., \$642,017. Experience:

	Net Prems.	Losses Pd.
Accident .....	\$ 4,037	\$ 4,037
Auto liability .....	1,884,564	599,671
Other liability .....	741,022	117,452
Workmen's comp. ....	13,332	5,343
Fidelity .....	301,198	31,038
Surety .....	152,568	6,029
Plate glass .....	130,144	57,430
Burglary and theft. ....	390,480	97,611
Auto prop. damage. ....	823,819	291,546
Auto collision .....	3,507	2,707
Other P. D. and coll. ....	32,599	2,383
Total .....	\$4,477,276	\$1,211,215

**Kentucky Central Life & Accident**—Assets, \$3,456,747; inc., \$531,553; unearned prem., \$66,908; loss res., \$33,627; capital, \$400,000; surplus, \$439,560; inc., \$71,233. Experience:

Accident & health. ....	\$2,080,025	\$ 741,914
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**Monarch Life**—Assets, \$10,370,881; inc., \$1,465,275; unearned prem., \$864,513; loss res., \$761,184; non-can. A. & H. res., \$1,154,500; capital, \$445,600; surplus, \$1,606,591; inc., \$393,009. Experience:

Accident & health. ....	\$ 167,177	\$ 86,379
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Non-can. H. & A. .... 3,936,354 1,647,069  
Total .....

Motor Vehicle Casualty—Assets, \$1,359,897; inc., \$181,862; unearned prem., \$431,296; loss res., \$74,734; liab. res., \$402,762; comp. res., \$291,195; capital, \$300,000; surplus, \$400,000; inc., \$75,000; voluntary res., \$135,762; inc., \$14,450. Experience:

Auto liability .....	\$ 418,134	\$ 130,069
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Other liability .....

Workmen's comp. .... 361,643 122,936

Auto prop. damage. .... 187,725 79,980

Auto collision .....

Other P. D. and coll. .... 1,478 183

Total .....

**New York Casualty**—Assets, \$8,176,882; inc., \$807,538; unearned prem., \$1,820,651; loss res., \$57,183; liab. res., \$227,709; capital, \$200,000; surplus, \$300,000; inc., \$49,848. Experience:

Accident .....	\$ 1,026	\$ 10
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Auto liability .....

Auto fire and wind. .... 3,097 3,097

Theft auto. .... 3,068 3,068

Auto comprehensive. .... 136,778 29,029

Auto prop. damage. .... 43,872 43,872

Auto collision .....

Other auto .....

Total .....

**National Mutual Cas., Okla.**—Assets, \$744,520; dec., \$14,506; unearned prem., \$166,704; loss res., \$29,664; liab. res., \$111,874; comp. res., \$147,199; surplus, \$215,292; inc., \$127,697. Experience:

Accident .....	\$ 348	\$ 191
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Auto liability .....

Other liability .....

Workmen's comp. .... 485,595 225,153

Fidelity .....

Surety .....

Plate glass .....

Burglary and theft. .... 2,300 45

All other auto. .... 17,195 10,093

Credit .....

Auto prop. damage. .... 76,053 35,729

Auto collision .....

Other P. D. and coll. .... 1,448 183

Total .....

**Selected Risks Indem.**—Assets, \$2,165,296; inc., \$267,782; unearned prem., \$452,375; loss res., \$74,734; liab. res., \$402,762; comp. res., \$291,195; capital, \$300,000; surplus, \$400,000; inc., \$75,000; voluntary res., \$135,762; inc., \$14,450. Experience:

Auto liability .....	\$ 418,134	\$ 130,069
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Other liability .....

Workmen's comp. .... 361,643 122,936

Auto prop. damage. .... 187,725 79,980

Auto collision .....

Other P. D. and coll. .... 1,478 183

Total .....

**United Benefit Life**—Assets, \$28,973,135; inc., \$5,323,086; unearned prem., \$183,741; loss res., \$279,374; non-can. A. & H. res., \$30,823; capital, \$1,000,000; surplus, \$1,499,752; dec., \$148,417 (capital increased by \$400,000). Experience:

Accident and health. ....	\$ 657,003	\$ 205,317
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Non-can. A. & H. .... 92,610 32,061

Total .....

**State Auto Mut., O.**—Assets, \$10,910,464; inc., \$1,301,117; unearned prem., \$2,238,130; loss res., \$250,215; liab. res., \$2,150,888; surplus, \$2,482,090; inc., \$455,424. Experience:

Accident .....	\$ 252,008	\$ 30,890
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Auto liability .....

Other liability .....

Cargo .....

Fidelity .....

Windstorm .....

Plate glass, auto. .... 478 40

Burglary and theft. .... 320,371 40,371

Auto fire .....

Comprehensive .....

Auto prop. damage. .... 894,828 348,633

Auto collision .....

Misc. lines .....

Total .....

**Travelers Health, Neb.**—Assets, \$933,077; inc., \$37,216; surplus, \$846,029; inc., \$10,664. Experience:

Health .....	\$ 463,184	\$ 367,018
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**Standard Surety & Cas.**—Assets, \$6,245,149; inc., \$505,807; unearned prem., \$1,444,452; loss res., \$1,724,027; liab. res., \$854,988; comp. res., \$565,058; capital, \$1,000,000; surplus, \$1,568,099; inc., \$380,437. Experience:

Accident .....	\$ 89,165	\$ 21,312
----------------	-----------	-----------

Health .....

Auto liability .....

Other liability .....

Workmen's comp. .... 783,138 307,412

Fidelity .....

Surety .....

Plate glass .....

Burglary and theft. .... 180,234 45,921

Auto prop. damage. .... 374,201 181,962

Auto collision .....

Other P. D. and coll. .... 27,560 2,544

Total .....

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Health .....

Auto liability .....

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Workmen's comp. .... 783,138 307,412

Fidelity .....

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Burglary and theft. .... 180,234 45,921

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Total .....

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### WANTED BOND SALESMAN

A large Chicago agency is looking for a thoroughly experienced Fidelity and Surety Bond salesman—someone who has a production record behind him, and is thoroughly familiar with all types of Bonds. Applications will be kept strictly confidential. Please state full experience and production record in your application. Address V-12, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### WANTED PLATE GLASS SALESMAN

A large Chicago agency is looking for a salesman who knows how to sell Plate Glass Insurance and is capable of selling a volume that will pay for himself. Applications will be kept confidential. In your application please state complete and full experience, and production record. Address V-13, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### WANTED Junior Casualty Underwriters MARYLAND CASUALTY COMPANY Chicago Branch Office

**CLAIM MAN**  
Excellent opportunity for experienced examiner auto personal injuries claims, with reliable growing insurance company. Location Chicago. Good salary and other benefits. Give personal history, draft status and experience, including past employers. Address V-16, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

**WANTED  
CASUALTY UNDERWRITER**  
Progressive general agency wants assistant to casualty department manager. State underwriting experience, age, draft status, salary desired, nationality, etc. All information held strictly confidential. Permanent position. Address V-9, c/o The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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# INSURANCE NEWS BY SECTIONS

## MIDDLE WESTERN STATES

### Two Fires Cause \$350,000 Loss

The Testor Chemical Co. at Rockford, Ill., was practically destroyed by fire. The company, a glue manufacturer, suffered a complete loss of contents on which there was \$100,000 insurance, and the use and occupancy loss is estimated at \$100,000. The loss to the building is estimated at about 60%, which will cost the insurers between \$35,000 and \$40,000.

The plant of the U. S. Foundry Corp'n at Kalamazoo, Mich., burned with a loss of \$114,000 on building and contents. There was no U. & O.

### Report on Marysville Fire

The Michigan Inspection Bureau has issued a report on the big fire in the plant of the Morton Salt Company at Marysville, Mich., Jan. 10. A total of \$1,810,000 insurance was carried and it is expected that the actual loss to property will exceed that amount.

The main group of some 35 buildings was of such size, construction and spacing as to comprise a single fire area. The total ground floor area of about 302,330 feet was of 53% frame, 44% brick and 3% fire-proof construction.

The most plausible explanation as to the cause of the fire would seem to be wood refuse in contact with steam pipes. Eight steam heated kilns in the cooperage shop were of hollow wooden construction and filled with wooden barrel staves. A wood grill which formed the floor of the kilns permitted wood debris to collect on the steam pipes under the grill.

The private water protection was inadequate but it is doubtful if this had any bearing on the loss, as large unsegregated combustible areas cannot be protected by hose streams, once the fire has reached considerable proportions.

### Garrett's Status Confirmed

Camden Fire advises that previous reports to the contrary, Garrett, Inc., of Kansas City will continue as its general agent in the Missouri-Kansas field. This relationship has existed for 13 years.

The Garrett office is well known in the territory, representing Camden, Homestead, Georgia Home, Philadelphia National, Piedmont, Century Indemnity, Western Surety and Provident Life & Accident.

Water G. Chesnut, formerly field supervisor of Western Adjustment, has recently been added to Garrett's staff as vice-president and general manager. The appointment of two new special agents, being announced, will also greatly strengthen the general agency, already a leader in its field. Its services to agents will doubtless be increased and expanded.

### New Courses in Detroit

DETROIT—An insurance lecture course covering the entire field of fire, marine, casualty and life insurance, as well as fidelity and surety bonds and social security, will be given at Wayne University starting Feb. 9 under the auspices of the Detroit Association of Insurance Agents. It is designed especially for credit men and buyers of insurance. H. T. Stock, chairman of the association's educational committee, is the instructor.

Two other insurance courses designed for agents, prospective agents and insurance employees will be given starting

Feb. 11, with Mr. Stock as instructor on fire and transportation insurance and Harold Reinhold, assistant manager U. S. F. & G., covering casualty, fidelity and surety lines.

### Nellis Is Hutchinson Speaker

HUTCHINSON, KAN.—The public relations program of the N. A. I. A. was explained to the Hutchinson Association of Insurance Agents by Edwin S. Nellis, Topeka, chairman of the executive committee of the Kansas association and immediate past president, as was the educational program. Reuban Miller of Wade Patton & Co., chairman of the fire prevention committee, announced advance plans for clean-up week. Secretary Arthur H. Lewis presented a new form adopted for Reno county properties, which includes a substantial increase in coverage in keeping with current day replacement values, and practically offsets the reduction in rates on public properties in Kansas. H. W. Davis announced that a similar readjustment of the public school coverage is in process.

### Goetsch Agency Marks 25th Year

The A. J. Goetsch agency of Milwaukee is celebrating its 25th anniversary in 1944, and members of the agency have agreed to write at least two policies for every one written in 1943 to make up for business of men from the agency who have entered service. Mr. Goetsch entered insurance before the last war with Wisconsin National Life. After service in the army he returned to Wisconsin National in 1920 as manager of the Milwaukee office. The agency built up a large life and accident and health business, and in 1933 it became a general agency writing all lines. Mr. Goetsch's father, 72, sold his first policy 37 years ago and is still active. W. J. Curtin, R. H. Jaeger and W. H. Segall have been with the agency 20 years or more.

### Discuss N. Y. Policy in Cleveland

CLEVELAND — The Insurance Board of Cleveland will discuss the 1943 New York standard fire policy at a special panel meeting, Feb. 16. The meeting is designed to familiarize board members with the sweeping changes involved.

Clayton G. Hale of the Hale & Hale Co. will preside and the panel of veterans who will aid him consists of Geo. W. Phypers of Neale-Phypers; John L. Meyer, Brooks & Stafford Co.; and Clarence M. Johnson, Hopkinson-Burridge-Pearse Co. The meeting is an open one.

### Qualification Committee in Minn.

MINNEAPOLIS—Agents' qualification is again a lively issue with the Minnesota Association of Insurance Agents and President Armand Harris has named a special committee headed by George Thompson of Minneapolis to study the problem with a view to possible legislation. Serving with Mr. Thompson are J. R. Gallery, Hutchinson; C. O. Brown, Rochester; Don Mills, Lake City, and Ray Ostrander, Albert Lea.

The committee already has held a conference with Commissioner Johnson.

### May Still Act in Michigan

Although the general message of Governor Kelly calling a special session of the Michigan legislature did not place on the agenda two insurance bills that up to the last minute were to have been included in the call, there is still a chance that these measures may be included in a supplemental message of the

governor. One of the questions is enactment of the New York 1943 standard fire policy and the other is the establishment of a workmen's compensation rating bureau.

### Completing Ind. District Meetings

Herman C. Wolff, president of the Indiana Association of Insurance Agents, and Harry E. McClain, executive secretary of the association, have completed eight of the district meetings they have been conducting throughout the state. This week Terre Haute and Princeton will be visited and next week Salem and Versailles, which will complete the 12 districts. The attendance has been good at the meetings and a number of members have enrolled.

### Talk on Bonds at Newton, Kan.

F. Glenn Packwood, branch manager of Massachusetts Bonding, and Chester Miles, branch manager of Standard Accident, Kansas City, spoke at a meeting of the Newton (Kan.) Board on "Corporate vs. Fidelity Bonds." President Ben H. Northcote, Jr., announced fire and extended coverage on all Harvey county properties following an appraisal and recommendations by the insurance committee of the board, headed by Roy C. Molzen of the Claassen agency.

### O'Connor in Cincinnati Talk

J. C. O'Connor, editor of "Fire, Casualty & Surety Bulletins" of THE NATIONAL UNDERWRITER and associate editor of the publication, will speak before the Cincinnati Fire Underwriters Association Feb. 24, discussing the new standard fire policy that will go into effect in the state March 1. This is the new New York form that is being adopted in most of the states.

### Lawrence in Field for Lumbermen's

Lumbermen's Mutual of Ohio has appointed Robert R. Lawrence special agent for Illinois, Indiana, Michigan and Wisconsin. Mr. Lawrence will have his headquarters at Sturgis, Mich. Previously he was in the home office of the company.

### Ohio Mutual Parley Feb. 15-16

COLUMBUS, O.—The Federation of Mutual Insurance Associations of Ohio will hold its annual meeting here Feb. 15-16. Speakers will include Dr. V. N. Valgren, Department of Agriculture economist, and Harry P. Cooper, national secretary, Indianapolis. The Ohio windstorm association will meet at the same time.

### C. P. C. U. Course at Grand Rapids

Part II of the C. P. C. U. course in insurance principles and practices is to be given in Grand Rapids by the University of Michigan extension service. The course will extend for 16 weeks and R. E. Farrer, chairman of the educational committee of the Grand Rapids Insurance Agents Association, will be in charge. The part I course has been completed.

### Southwestern Minn. Parley

WORTHINGTON, MINN. — Armand Harris, president Minnesota Association of Insurance Agents; Howard Williams, chairman executive committee, and Frank S. Preston, executive secretary, will attend a dinner meeting here Feb. 17 of the Southwestern Minnesota Agents Regional Association.

### Bystrom with Hill at Detroit

E. B. Bystrom, assistant manager of the Detroit branch of Underwriters Adjusting has resigned to go with the Robert M. Hill Co. adjusting firm there

as a member of the firm. Mr. Bystrom was with Underwriters Adjusting 21 years. Before going to Detroit in 1935 as assistant manager, he was manager for Underwriters at Decatur, Ill.

### Buyers Schedule Round Table

MINNEAPOLIS—At the Feb. 23 meeting, the Insurance Buyers Association of Minnesota will stage a round table discussion on U. & O., fire policies and valuations.

### Burlington Board Elects

BURLINGTON, WIS. — Officers elected at the annual meeting of the Burlington Board were Gilmore Gulbranson, president; George W. Davies, vice-president; L. C. Cunningham, secretary.

### NEWS BRIEFS

William Selva, attorney for Motorists Mutual, addressed the Mutual Insurance Club of Columbus on "Unusual Things in the Development of Insurance." William A. Loar, new president, outlined the program for the year.

The Lucas County Insurance Board held a dinner meeting in Toledo, Feb. 8, with members discussing their experiences in adjusting.

George H. Cockburn, Sr., local agent has been elected president of the Cedar Rapids chapter of American War Dads. His son, Capt. George Cockburn, Jr., a member of the firm, was last reported a prisoner of the Japanese on Bataan.

Erwin Keller of the Hussey Agency, immediate past president of the Topeka Insurers, addressed the Insurance Women of Topeka on "Our New Business Partner."

M. V. Fryberger, Great Bend agent, has been named to the Kansas building and loan board by Governor Schoeppel.

Miss Violet Schutta, president of the Minneapolis Insurance Women's Association, will be hostess at a joint meeting of the Minneapolis and St. Paul associations Feb. 21.

Wallace Rodman, manager of Western Adjustment, addressed the Insurance Women of Madison, Wis., on "Adjustment of Fire Losses."

A number of Madison, Wis., companies and agencies sponsored a full-page advertisement in the city's two daily newspapers to further the fourth war loan.

Dorothy Miles, underwriter with Reitan, Lerdahl & Co., Madison, Wis., and with the agency for 17 years, has joined the Western Adjustment there.

Lieut. Charles Murphy of the recreation department at Fort Hayes addressed the Insurance Women of Columbus.

The Cobb-Strecker-Miller Co. agency of Minneapolis is completing 25 years in the general insurance and surety business March 1. O. C. Strecker is president and Robert L. Cobb, vice-president.

The Insurance Women of Rock Island, Ill., decided to sponsor the N.A.I.A. educational course. Guest speaker was Robert D. Coburn, executive vice-president of Bituminous Casualty.

At the meeting of the Rock Island Association of Insurance Agents, Maurice Eldridge of the Rock Island Safety Council gave a report.

These directors were reelected: Frank J. Budelier, Elgin A. Manhard, Mrs. Mary B. Kreis, William A. Smith and John P. Moran.

Germantown Farmers Mutual of Wisconsin in its new statement shows assets of \$705,761, premium reserve \$79,747 and surplus to policyholders \$616,747, as compared with \$586,989 the previous year. It is now in its 90th anniversary year.

## EASTERN STATES ACTIVITIES

### Baltimore Old Timers Gather

BALTIMORE—The old timers banquet of the Baltimore Binder Club Tuesday evening brought out a large group, including a number of out of state insurance officials, many now retired. The master of reminiscences was Jacob Gross, Jr., who will next month round out 40 years of agency representation of Home and will have completed his 45th year in the insurance business. Having been face to face with the Baltimore fire and all of its insurance sequels Mr. Gross has developed as a hobby the collection of Baltimore "Conflagrationiana." His documents, pictures and recollections made his presence an interesting one on such an occasion. One interesting piece of brown wrapping paper bears the handwritten minutes of the last meeting of the directors of a Baltimore insurance company which had become recordless, homeless and penniless following that great fire.

Mr. Gross entered the business in 1899 with the old Fidelity Fire of Baltimore, and several years later went with Firemen's, another Baltimore company whose existence expired in 1904. Soon after the fire, he joined with an agency representing an affiliate of Home, and thereafter became affiliated with the direct agency of that company. Mr. Gross illustrated his talk with pictures of the fire.

Howard S. Nulton, Winchester, Va., state agent of Niagara Fire at the time of the conflagration, also reminisced. Mr. Nulton later joined Fidelity & Guaranty Fire. Although he retired several years ago, he is now rendering wartime help at the home office here.

Guests included J. A. Forrestal, vice-president of Home; Charles Roloson, president Central of Baltimore; Harry Ogden, president F. & G. Fire, and Commissioner Ensor.

Attendance was about 150, including more than 20 men who were in the business at the time of the great fire.

Mr. Ensor pointed to record of in-

surance companies in conflagrations and catastrophes as an answer to current Washington efforts to control insurance.

### Policy Comparison in Md.

BALTIMORE — Incident to the adoption of the 1943 fire policy in Maryland as of March 1, the Association of Fire Underwriters has issued an informative bulletin to its members. It is prepared in clear non-manual language and is beamed to ranks of policy writers, counter clerks and part time producers, many of whom do not yet understand rule book language. The principal changes in the new policy are outlined with a side by side explanation of the corresponding changes needed in a form. Also as a step toward practical uniformity in that area, advisory forms are to be made available designed for use with the new policy.

Other manual changes were made, most of which were to bring obsolete clauses, rules and practices into line with those of other contemporary eastern rating bureaus. Representatives of a number of local agencies served on a special research committee to help in this work, and many timely practical suggestions were made available.

### N. H. Women Hear Two Talks

The New Hampshire Insurance Women's League at a meeting in Manchester heard two talks. S. F. O'Connor, state agent of Manhattan Fire & Marine, Boston, explained application of the Sherman act to insurance and its conflict with state ruling, and also discussed the Bailey-Van Nuys bill. J. G. Nelson, of the Wm. G. Berry agency, chairman of state education, talked briefly. The next meeting will be Feb. 29 in Portsmouth, N. H.

### Present National Board Scroll

PATERSON, N. J.—The borough of West Paterson was presented a scroll by President W. M. Frederick of the Passaic County Association of Insurance Agents, in recognition of its adoption of the National Board fire prevention ordinance.

The Passaic County association will hold a meeting at Passaic March 23, to which officers of the New Jersey Association of Insurance Agents will be invited.

### Switch to Non-Assessable

The title of Mt. Joy Township Mutual Fire of Mt. Joy, Pa., has been changed to Mt. Joy Mutual. At the same time assessment liability of policyholders under prepaid premium contracts was removed.

Donegal & Conoy Mutual Fire of Marietta, Pa., has also voted to place all policies in the advance premium department on a non-assessable basis.

### Mrs. Leddy Reelected in Paterson

Mrs. John H. Leddy has been re-elected president of the Insurance Agents Association of Paterson, N. J. Vice-president is Frank Hanson; secre-

tary, George Clair. Mr. Clair starts his 39th consecutive year as secretary.

### N. J. Agents to Meet in April

While definite plans have not been announced, the New Jersey Association of Insurance Agents probably will hold its mid-year meeting in Newark, early in April.

Arthur E. Mayer and John F. Coogan, Jr., have formed an agency partnership in Belleville, N. J., under the firm name of Coogan & Mayer.

## SOUTH

### Houston Challenges Dallas in Fire Prevention Drive

DALLAS—Houston has challenged Dallas for a 1944 contest on fire prevention work and on reduction of fire losses. The challenge was issued by Secretary Stanley of the Houston Chamber of Commerce fire prevention committee at a civic meeting of the Dallas Rotary Club when Jay W. Stevens of the fire prevention bureau of the National Board was the speaker. The challenge was immediately accepted by Chairman Roberts of the Dallas Fire Prevention Council and Mayor Rodgers of Dallas. About 20 Dallas Rotarians visited the Houston Rotary Club to announce that Dallas had accepted the challenge and that Mayor Rodgers agreed that the mayor, city councilmen and fire prevention council members of the losing city would eat crow while the winners had beefsteak.

Mr. Stevens and Chief John Alderson of the Los Angeles fire department, also a guest at the Dallas meeting, agreed to work up the rules of the contest and assist in obtaining nationally-known judges. Mr. Stevens has been in both Houston and Dallas laying out plans for the reduction of abnormally high fire losses.

### Four Insurance Bills in Ky. Reported Adversely

The house insurance committee of the Kentucky legislature reported adversely, following a hearing, four insurance bills which are said to have been inspired by E. S. Tachau, president of Louisville Fire & Marine. Commissioner Goodpaster appeared at the invitation of the committee and expressed opposition to the legislation, generally on the ground that it is too broad. One bill would prohibit separation, another greatly liberalizes the investment law, a third provides that a company licensed in Kentucky may reinsure Kentucky risks with an insurer not licensed in the state providing that the reinsured retains a portion of the ceded premiums as security and a fourth bill provides for composite underwriting powers for fire and casualty companies.

### Honor C. H. Frame, Ky. Actuarial Bureau Veteran

LOUISVILLE—A number of field men, branch managers of the Kentucky Actuarial Bureau, George H. Parker manager, and John L. Thompson, assistant manager, met at dinner in Cin-

cinnati to honor Charles H. Frame, former manager of the Covington, Ky., branch and now associate branch manager, who on Feb. 2 completed 50 years with the bureau.

E. C. Knoop, Aetna Fire, was chairman of arrangements and Julius V. Bowman toastmaster. Speakers included Mr. Knoop, Bennett Bean, W. H. Strossman, George H. Parker, A. I. MacPherson, retired state agent of St. Paul F. & M., all of Louisville, and L. J. Schwerk, Ohio Inspection Bureau. There were field men present from Kentucky, Ohio and Tennessee.

Herbert W. Robertson presented Mr. Frame a gift from the field men, and Manager Parker one from the bureau.

### Alabama Assn. History Compiled

BIRMINGHAM, ALA.—The first history of the Alabama Association of Insurance Agents has been compiled by M. R. McGruder, secretary-manager, and included in the association's new yearbook. The organization was formed in 1896 as the Alabama Fire Underwriters Association, the present name being adopted in 1917. The first president was J. J. Dean of Opelika while the oldest living member is George C. Wright, Tuskegee, who joined in 1898.

George A. Thomas, Montgomery, president in 1907, is still living. Ed S. Moore, father of Ed H. Moore, was president in 1908. E. H. Moore was secretary for 12 years and president in 1942. One of the best known former presidents is Charles L. Gandy, Birmingham, who headed the National association.

### Sharp Loss Increase in Houston

HOUSTON, TEX.—The 1943 fire loss total of \$1,226,033 was nearly double the \$669,371 total in 1942, according to the fire marshal's report. Insured fire losses totaled \$1,130,261, uninsured \$95,771.

January fire losses were \$226,000, compared to \$286,618 in January, 1943, according to unofficial figures.

### Va. Standard Policy Bill Advanced

RICHMOND, VA.—The house bill adopting the new standard fire policy in Virginia has been advanced to third reading. R. T. DeJarnette, Richmond local agent, who introduced the measure, pointed out the advantages of the new form.

### New Va. Commission Members

RICHMOND—Harvey B. Apperson has been elected a member of the Virginia corporation commission, which has supervision over the Virginia insurance department. He was formerly state senator from Roanoke and succeeds the late W. M. Fletcher.

### Tenn. Directors to Meet

NASHVILLE — Directors of the Tennessee Association of Insurance Agents will meet here March 3, with Will Johnson, Memphis, chairman, presiding. Plans for the annual meeting, probably in June, will be considered.

### Ekern Favors U. S. Crop Cover

WASHINGTON—The general principle of federal crop insurance was supported by Herman L. Ekern, Chicago insurance attorney, in testimony before the House committee on agriculture. Mr. Ekern was chairman of a committee named some time ago to investigate the Federal Crop Insurance Corporation, which in 1942 recommended that the program be continued with some modifications. He says those recommendations were adopted by FCIC.

The program is sound, Mr. Ekern said, though not one private insurance interests would undertake. The government has an investment which can be salvaged if handled right, he said. Government witnesses were scheduled to follow Mr. Ekern.

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H. B. Christinger, } Managers

R. L. Thiele, Asst. Mgr.  
P. A. Pedersen, Chief Inspector



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Insurance is handled under a joint venture by the three agencies of Addison P. Knapp Company, Dooley & Co. and Boquist & Clark. Mr. Knapp handled placement of all fire insurance on the plant involved in the fire, covering the entire liability in board and non-board stock companies, and involving nearly the entire stock company market. Building and equipment coverage was written blanket, with \$690,000 in the name of the manufacturer and placed in stock companies direct. Coverage of \$500,000 on building and equipment owned by Defense Plant Corporation was placed through the Factory Insurance Association. Coverage on stock was written on provisional form and carried total limit of \$1,250,000. At the time of the fire the values were nearly up to the limit of insurance on stock. Business interruption coverage of \$1,675,000 was carried on the specified time form, without the priorities restriction clause.

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## EASTERN STATES ACTIVITIES

### Baltimore Old Timers Gather

BALTIMORE—The old timers banquet of the Baltimore Binder Club Tuesday evening brought out a large group, including a number of out of state insurance officials, many now retired. The master of reminiscences was Jacob Gross, Jr., who will next month round out 40 years of agency representation of Home and will have completed his 45th year in the insurance business. Having been face to face with the Baltimore fire and all of its insurance sequels Mr. Gross has developed as a hobby the collection of Baltimore "Conflagratiana." His documents, pictures and recollections made his presence an interesting one on such an occasion. One interesting piece of brown wrapping paper bears the handwritten minutes of the last meeting of the directors of a Baltimore insurance company which had become recordless, homeless and penniless following that great fire. Mr. Gross entered the business in 1899 with the old Fidelity Fire of Baltimore, and several years later went with Firemen's, another Baltimore company whose existence expired in 1904. Soon after the fire, he joined with an agency representing an affiliate of Home, and thereafter became affiliated with the direct agency of that company. Mr. Gross illustrated his talk with pictures of the fire.

Howard S. Nulton, Winchester, Va., state agent of Niagara Fire at the time of the conflagration, also reminisced. Mr. Nulton later joined Fidelity & Guaranty Fire. Although he retired several years ago, he is now rendering wartime help at the home office here. Guests included J. A. Forrestal, vice-president of Home; Charles Roloson, president Central of Baltimore; Harry Ogden, president F. & G. Fire, and Commissioner Ensor.

Attendance was about 150, including more than 20 men who were in the business at the time of the great fire.

Mr. Ensor pointed to record of in-

surance companies in conflagrations and catastrophes as an answer to current Washington efforts to control insurance.

#### Policy Comparison in Md.

BALTIMORE — Incident to the adoption of the 1943 fire policy in Maryland as of March 1, the Association of Fire Underwriters has issued an informative bulletin to its members. It is prepared in clear non-manual language and is beamed to ranks of policy writers, counter clerks and part time producers, many of whom do not yet understand rule book language. The principal changes in the new policy are outlined with a side by side explanation of the corresponding changes needed in a form. Also as a step toward practical uniformity in that area, advisory forms are to be made available designed for use with the new policy.

Other manual changes were made, most of which were to bring obsolete clauses, rules and practices into line with those of other contemporary eastern rating bureaus. Representatives of a number of local agencies served on a special research committee to help in this work, and many timely practical suggestions were made available.

#### N. H. Women Hear Two Talks

The New Hampshire Insurance Women's League at a meeting in Manchester heard two talks. S. F. O'Connor, state agent of Manhattan Fire & Marine, Boston, explained application of the Sherman act to insurance and its conflict with state ruling, and also discussed the Bailey-Van Nuys bill. J. G. Nelson, of the Wm. G. Berry agency, chairman of state education, talked briefly. The next meeting will be Feb. 29 in Portsmouth, N. H.

#### Present National Board Scroll

PATERSON, N. J.—The borough of West Paterson was presented a scroll by President W. M. Frederick of the Passaic County Association of Insurance Agents, in recognition of its adoption of the National Board fire prevention ordinance.

The Passaic County association will hold a meeting at Passaic March 23, to which officers of the New Jersey Association of Insurance Agents will be invited.

#### Switch to Non-Assessable

The title of Mt. Joy Township Mutual Fire of Mt. Joy, Pa., has been changed to Mt. Joy Mutual. At the same time assessment liability of policyholders under prepaid premium contracts was removed.

Donegal & Conoy Mutual Fire of Marietta, Pa., has also voted to place all policies in the advance premium department on a non-assessable basis.

#### Mrs. Leddy Reelected in Paterson

Mrs. John H. Leddy has been reelected president of the Insurance Agents Association of Paterson, N. J. Vice-president is Frank Hanson; secre-

tary, George Clair. Mr. Clair starts his 39th consecutive year as secretary.

#### N. J. Agents to Meet in April

While definite plans have not been announced, the New Jersey Association of Insurance Agents probably will hold its mid-year meeting in Newark, early in April.

Arthur E. Mayer and John F. Coogan, Jr., have formed an agency partnership in Belleville, N. J., under the firm name of Coogan & Mayer.

## SOUTH

### Houston Challenges Dallas in Fire Prevention Drive

DALLAS—Houston has challenged Dallas for a 1944 contest on fire prevention work and on reduction of fire losses. The challenge was issued by Secretary Stanley of the Houston Chamber of Commerce fire prevention committee at a civic meeting of the Dallas Rotary Club when Jay W. Stevens of the fire prevention bureau of the National Board was the speaker. The challenge was immediately accepted by Chairman Roberts of the Dallas Fire Prevention Council and Mayor Rodgers of Dallas. About 20 Dallas Rotarians visited the Houston Rotary Club to announce that Dallas had accepted the challenge and that Mayor Rodgers agreed that the mayor, city councilmen and fire prevention council members of the losing city would eat crow while the winners had beefsteak.

Mr. Stevens and Chief John Alderson of the Los Angeles fire department, also a guest at the Dallas meeting, agreed to work up the rules of the contest and assist in obtaining nationally-known judges. Mr. Stevens has been in both Houston and Dallas laying out plans for the reduction of abnormally high fire losses.

### Four Insurance Bills in Ky. Reported Adversely

The house insurance committee of the Kentucky legislature reported adversely, following a hearing, four insurance bills which are said to have been inspired by E. S. Tachau, president of Louisville Fire & Marine. Commissioner Goodpaster appeared at the invitation of the committee and expressed opposition to the legislation, generally on the ground that it is too broad. One bill would prohibit separation, another greatly liberalizes the investment law, a third provides that a company licensed in Kentucky may reinsure Kentucky risks with an insurer not licensed in the state providing that the reinsured retains a portion of the ceded premiums as security and a fourth bill provides for composite underwriting powers for fire and casualty companies.

### Honor C. H. Frame, Ky. Actuarial Bureau Veteran

LOUISVILLE—A number of field men, branch managers of the Kentucky Actuarial Bureau, George H. Parker manager, and John L. Thompson, assistant manager, met at dinner in Cin-

cinnati to honor Charles H. Frame, former manager of the Covington, Ky., branch and now associate branch manager, who on Feb. 2 completed 50 years with the bureau.

E. C. Knoop, Aetna Fire, was chairman of arrangements and Julius V. Bowman toastmaster. Speakers included Mr. Knoop, Bennett Bean, W. H. Strossman, George H. Parker, A. I. MacPherson, retired state agent of St. Paul F. & M., all of Louisville, and L. J. Schweer, Ohio Inspection Bureau. There were field men present from Kentucky, Ohio and Tennessee.

Herbert W. Robertson presented Mr. Frame a gift from the field men, and Manager Parker one from the bureau.

### Alabama Assn. History Compiled

BIRMINGHAM, ALA.—The first history of the Alabama Association of Insurance Agents has been compiled by M. R. McGruder, secretary-manager, and included in the association's new yearbook. The organization was formed in 1896 as the Alabama Fire Underwriters Association, the present name being adopted in 1917. The first president was J. J. Dean of Opelika while the oldest living member is George C. Wright, Tuskegee, who joined in 1898.

George A. Thomas, Montgomery, president in 1907, is still living. Ed S. Moore, father of Ed H. Moore, was president in 1908. E. H. Moore was secretary for 12 years and president in 1942. One of the best known former presidents is Charles L. Gandy, Birmingham, who headed the National association.

### Sharp Loss Increase in Houston

HOUSTON, TEX.—The 1943 fire loss total of \$1,226,033 was nearly double the \$669,271 total in 1942, according to the fire marshal's report. Insured fire losses totaled \$1,130,261, uninsured \$95,771.

January fire losses were \$226,000, compared to \$286,618 in January, 1943, according to unofficial figures.

### Va. Standard Policy Bill Advanced

RICHMOND, VA.—The house bill adopting the new standard fire policy in Virginia has been advanced to third reading. R. T. DeJarnette, Richmond local agent, who introduced the measure, pointed out the advantages of the new form.

### New Va. Commission Members

RICHMOND—Harvey B. Apperson has been elected a member of the Virginia corporation commission, which has supervision over the Virginia insurance department. He was formerly state senator from Roanoke and succeeds the late W. M. Fletcher.

### Tenn. Directors to Meet

NASHVILLE — Directors of the Tennessee Association of Insurance Agents will meet here March 3, with Will Johnson, Memphis, chairman, presiding. Plans for the annual meeting, probably in June, will be considered.

### Ekern Favors U. S. Crop Cover

WASHINGTON—The general principle of federal crop insurance was supported by Herman L. Ekern, Chicago insurance attorney, in testimony before the House committee on agriculture. Mr. Ekern was chairman of a committee named some time ago to investigate the Federal Crop Insurance Corporation, which in 1942 recommended that the program be continued with some modifications. He says those recommendations were adopted by FCIC.

The program is sound, Mr. Ekern said, though not one private insurance interests would undertake. The government has an investment which can be salvaged if handled right, he said. Government witnesses were scheduled to follow Mr. Ekern.

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Texas, but providing coverage only in Mexico. La Provincial, Compania General De Seguros has obtained a license under the provisions of the new law and has submitted a schedule of rates and the policy forms which it wants

the Texas commissioners to approve. The hearing will also go into whether the rates and endorsement forms heretofore prescribed by the commissioners for Mexican coverage should be withdrawn or amended.

## MARINE INSURANCE NEWS

### Lenz Marine Manager of Eliel & Loeb Agency

The Eliel & Loeb agency of Chicago has appointed Norman F. Lenz manager of its marine department, effective Feb. 14.

He has been in the insurance business for 21 years and served with Springfield Fire & Marine, Northern of London and Hartford. In 1937 he went with Fred S. James & Co. in the brokerage department. While with that office he was manager of the fire, marine and war damage departments.

C. R. O'Boyle, former vice-president and marine manager of Eliel & Loeb, has been for the last year with Percy Chubb in the insurance committee of the War Shipping Administration in Washington.

### Removes Limitations on Suits

The lower house of Congress has passed a bill providing for suspension of the statute of limitations applicable to suits on government marine insur-

ance issued under the merchant marine act. This would permit private insurers to pay claims in cases where a tentative conclusion has been reached that the loss was due to marine risks insured by them and protect their rights to sue the government for recovery if later information shows a war risk is involved. The bill is now up to the Senate.

### Diemand Takes Look at Marine Future in New Book

The future of marine insurance is discussed by John A. Diemand, president of North America, in a chapter in the book, "The Road to Opportunity," edited by William R. Kuhns and published by Harper & Brothers. There will be after the war a vastly increased volume of export trade, he said. Countries all over the world will be coming into the American market for virtually all kinds of manufactured commodities and enormous supplies of food.

However, he said, whether marine insurance departments of individual companies are going to benefit by these op-

portunities will depend on whether the government continues to dictate how foreign trade shall operate, as it is now doing under lend-lease. Underwriters see comparatively little private cargo business coming their way until the American merchant fleet is returned to private operators.

### N. C. Approves Locker Cover

Commissioner Hodges of North Carolina has announced amendment of the nationwide definition to permit marine underwriters to write coverage of the property of cold storage locker customers.

### Ohio Charges Put Aside

COLUMBUS—A finding and order was issued Saturday, by Superintendent Crabbe, continuing indefinitely the hearing of charges against Firemen's. The first charge involved accepting business on property of the Ferro Realty Company, Cincinnati, alleged to have been produced in violation of Ohio law through Thomas A. Walsh, Covington, Ky., who is unlicensed as a broker in Ohio. It was also alleged that Firemen's violated the rating laws in effecting insurance for Central Trust Company, Cincinnati.

The finding states that the policies have been canceled and that no commission has been paid to Mr. Walsh. Mr. Crabbe states all companies and agents may expect revocation of licenses if they accept business from foreign brokers not properly licensed in Ohio.

John R. Hare, Bellefontaine, O., agent, has purchased the H. N. Thomas & Son agency.

L. R. Crabb, formerly Warren county recorder, has purchased the agency of the late W. M. McGee at Indianapolis, Ind.

Point out the advantages of the new standard fire policy. For samples of pamphlets to send to policyholders write The National Underwriter.

### Progressive Fire, Ga., Names Agents Executive Committee

ATLANTA—Progressive Fire, organized last year and now represented in Georgia, the only state it has entered, by more than 80 agents has named an executive committee consisting of agents, which it says "will determine policy on matters relating to company-agent relationships and sales methods."

The new committee includes: H. C. Arnall, Newnan; W. F. MacIntyre, Thomasville; E. E. Kimbrough, Jr., Gainesville; W. F. Lewis, Monroe; R. B. McDaniel, Griffin; R. H. Warren, Jr., Albany; T. H. Clarke, Waycross; B. H. Roberts, Jr., Valdosta; Scott Nixon, Augusta; John W. Carswell, Savannah; Sam Mangham, Atlanta; J. P. Garlington, Atlanta; P. M. Lancaster, Sylvester and Oscar Kincaid, Moultrie.

In addition to ordinary business, which comes under the direction of this agents' executive committee, Progressive Fire also is selling fire insurance to low income families on the industrial plan. R. A. Craighead is president; Ruthenford L. Ellis, vice-president; C. W. Sharman, Jr., secretary. Capital is being increased to \$200,000 to permit membership in the S.E.U.A., to which the company has been elected. Progressive Fire was organized and the stock is largely held by the same group which owns Progressive Life. The fire business is largely reinsured through Automobile.

### Government Group Meets

WASHINGTON — Washington's birthday has been set for the February dinner of the Government Insurance Group. It is the Navy's turn to entertain, and Lt. S. S. Procopio, head of the Navy department insurance division, has charge.

The late January dinner was given, with H. R. Northrop, chief, Federal Works Agency insurance division, in charge.

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Fires in industrial plants are increasing sharply. In the first four months of 1943 there were about as many big industrial fires as occurred during the entire year of 1942. Moreover, there was a dangerous increase in non-industrial fires which, by destroying business properties, workers' homes, or transportation facilities, also cut into our war production. You as insurance men know what this means. You know that fire took 10,000 lives through-

out the nation in 1942. You know that fire destroyed property valued at over a third of a billion dollars. You know that precious war goods and equipment, irreplaceable even though insured, were lost to America's cause. And this year, unless normal precautions are accelerated in the drive for Victory, the toll threatens to be greater.

This is the staggering challenge we face. To meet it we must work as never before at safety engineering and fire prevention . . . must arouse America to the necessity of added care and precaution in combating fire . . . must make the public realize that every fire is sabotage today! Our fighting men, our sons overseas, are counting on us. We must not fail! Victory over fire *here* will speed victory over the Axis out *there*!

*Harry F. Ogden*  
President

P.S. Don't forget to stress the need for War Damage Insurance.

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